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NOTE THE SOAP INDUSTRY SECTION

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# The American Perfumer

and Essential Oil Review

14 CLIFF ST., NEW YORK

PERFUMER  
PUBLISHING  
COMPANY

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1920

VOL. XV

NO. 7

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(SEE PAGE 9)

## AMERICAN CAN COMPANY

(STOPPER FACTORY)  
NEW YORK

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# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policy.

TWO DOLLARS A YEAR.  
TWENTY CENTS A COPY.

NEW YORK, SEPTEMBER, 1920

Vol. XV, No. 7

### THE AMERICAN PERFUMER

and ESSENTIAL OIL REVIEW  
PUBLISHED MONTHLY.

PERFUMER PUBLISHING COMPANY

14 Cliff Street

LOUIS SPENCER LEVY, President and Treasurer } 14 Cliff Street  
EDWARD W. DREW, Secretary . . . . . } New York

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### DON'T SELL YOUR LIBERTY BONDS.

Stating that the United States is a strong bridge that will carry the Bond across to maturity, the Washington Post in an editorial in a recent issue called on the people to hold their Liberty Bonds until maturity and refuse to sell them. In speaking of the Bond situation, the Post said:

"The market price for Liberty Bonds is quite low. Evidently many owners of Bonds are selling these securities. If they are not compelled by dire necessity to let go of their holdings, they are foolish to sell, for these Bonds are worth 100 cents on the dollar and will bring that if they are held. In addition, they yield interest at a fair rate, and no pledge on earth is more sure. The price might sag to nothing, but that means nothing if the owner does not sell. The United States is a strong bridge that will carry the Bond across to maturity, exactly on the level and without regard to the depth of the chasm that is crossed."

### TARIFF COMMISSION GETS BUSY.

Washington advices are to the effect that there will be an upward revision of the Underwood-Simmons Tariff Law without regard to whether Democrats or Republicans control the next Congress. The United States Tariff Commission, which has been studying and investigating conditions for a long time, is reported to have reached a point where it is ready to emerge from its seclusion and outline a policy to the new Congress. It is proposed not only to tinker with the duties imposed, but to revise customs regulations generally, cut out dead wood and antiquated practices and place the service upon a modern and sensible basis. Our readers will watch the developments with interest.

### PATENT OFFICE ECLIPSES RECORD

An extraordinary increase in the business of the United States Patent Office during the fiscal year ended June 30 is disclosed by the report of the Commissioner of Patents, R. F. Whitehead. There were 81,948 applications for inventions filed as compared with 62,755 during the previous year. The total number of applications of all kinds was 102,940, which is 27,283 more than were filed during 1919.

The number of patents granted, and trade-marks, labels and prints registered, was 47,409, an increase of 4,056 over the preceding fiscal year.

The cash receipts from all sources, the largest item of

which is for first fees in connection with applications, amounted to \$2,615,697.33. The total expenditures were \$2,436,561.37, leaving a net surplus of \$179,135.96. The total net surplus to date is \$8,305,023.56.

One of the items which make up the increase is applications for the registration of trade-marks, in which a gain of 72 per cent. over the preceding fiscal year is recorded. The gain in actual numbers of applications filed far exceeded any previous increase of business in any one fiscal year, and this gain is larger than the total receipts of any calendar year in the history of the Patent Office up to and including the year 1881.

#### FIRE PREVENTION DAY, OCT. 9.

President Wilson in a proclamation has urged State Governors to set apart Saturday, October 9, as fire prevention day and to request a general observance by the public. The need of bringing "before the people the serious and unhappy effects of the present unnecessary fire waste and the need of their individual and collective effort in conserving the natural and created resources of America was said by the President to be especially urgent for the following reasons:

"The destruction by fire in the United States involves an annual loss of life of 15,000 men, women and children and over \$250,000,000 in buildings, foodstuffs and other created resources.

"The need of the civilized world for American products to replace the ravages of the great war is especially great at this time.

"The present serious shortage of homes and business structures makes the daily destruction of buildings by fire an especially serious matter.

"A large percentage of the fires causing the annual American fire waste may be easily prevented by increased care and vigilance on the part of citizens."

#### JAMAICA TO MAKE VANILLIN.

The Government of Jamaica announces that it contemplates starting a factory for the manufacture of vanillin from pimento leaf oil. The operation of the plant is to be conducted on a profit-sharing plan with the growers of the leaves and the individual distillers. An enthusiastic meeting to consider the scheme was held recently by the persons interested, at which the island's Director of Agriculture assured his hearers that Jamaica could acquire a world monopoly in the product, regardless of the competition of cloves or cinnamon leaf. E. E. A. Campbell, M.Sc., industrial chemist, asserted that the eugenol in the pimento leaves could be converted by fermentation into isoeugenol, thus eliminating one of the chemical stages in the production of vanillin.

#### PERFUME PRICES TO GO UP IN CANADA.

Perfumes with an alcoholic base will soon experience a very sharp advance in price in Canada as a consequence of an addition to the luxury tax. The Collector of Special Taxes has been informed that the total taxation of alcoholic perfumes will be raised from \$4.75 to \$8.05 per imperial gallon, and this will unquestionably be added to the price of perfumes, toilet waters and similar requisites for the boudoir.

The Department states that it will not recognize any formula which shows a cost of less than \$6.80 per imperial gallon and says: "The above changes in regulations

#### THE MAN WHO WINS.

The man who wins is an average man,  
Not built in any particular plan,  
Not blest with any peculiar luck;  
Just steady and earnest and full of pluck.  
When asked a question, he does not "guess"—  
He knows, and answers "No" or "Yes";  
When set to a task that the rest can't do,  
He buckles down till he's put it through.  
Three things he learned: That the man who  
tries  
Finds favor in his employer's eyes;  
That it pays to know more than one thing  
well,  
That it doesn't pay all he knows to tell,  
For the man who wins is the man who  
works,  
Who neither labor nor trouble shirks,  
Who uses his hand, his head, his eyes;  
The man who wins is the man who tries.  
—Our Young People.

are made in view of the \$2 manufacturers' tax on spirits which must be paid by all bonded perfume manufacturers on the spirits used when the spirits are exwarehoused. In calculating the cost of alcohol, therefore, the manufacturer is to be permitted to quote invoice price, plus \$2 tax per proof gallon." The rest, bringing the total taxation up to \$8.05 per gallon, comes under the head of luxury tax.

#### AMERICAN CHEMICAL SOCIETY.

The sixtieth autumn session of the American Chemical Society in Chicago this month was attended by more than 2,000 members who participated in the proceedings of the "reconstruction meeting." Problems in chemistry resulting from the war were discussed earnestly and Dr. William Albert Noyes, president of the society, sounded the keynote for "Team Work" in the future for American chemistry. One of the addresses was by Dr. Melvin De Groote, of the Mellon Institute of Industrial Research, who spoke before the Division of Agricultural and Food Chemistry and made the statement that flavors can be extracted from the vanilla bean and other substances without the aid of alcohol as a solvent.

Among the numerous interesting papers were these: "Potash Situation in Germany," by H. A. Huston; "Kelp as a Basis of an American Potash Industry," by J. W. Turrentine, and "The Education of the Research Chemist," by Dr. Robert E. Rose, research chemist with E. I. du Pont de Nemours & Co.

#### BARBERS' SUPPLY DEALERS TO MEET.

The seventeenth annual convention of the Barbers' Supply Dealers' Association of America is scheduled to be held in Cincinnati November 8 to 11. The last convention, held in Chicago in October last, when James G. Barry was elected president, proved a great success, and as the association has gone ahead under his administration, no doubt the Cincinnati meeting will eclipse all of its fore-runners. Mr. Barry, who has been in the business in Chicago all of his life, is very popular with the trade.

One of the big features of the convention is the exhibition of supplies for the barbering trade and the exhibitors are numerous, the display last year having been both large and profitable to all concerned. Consequently a good-sized attendance is looked for confidently.



**FOR REPEAL OF 30-CENT ALCOHOL TAX.**

Action taken in the last month by influential bodies representing manufacturers who employ alcohol for industrial purposes, promises to result in the repeal of the tax of 30 cents a gallon on its manufacture and sale in this State. Other provisions of the act which bears unjustly upon manufacturers of ethyl-alcohol for other than beverage purposes, and equally hard upon manufacturing perfumers, druggists and pharmacists also are likely to be abrogated.

The Drug Trade Section of the New York Board of Trade and Transportation, which has been most active in the taking of steps to secure the repeal of this section of the act prohibiting the manufacture, sale, transportation, etc., of intoxicating liquors, popularly known as the "Two seventy-five" law, recently addressed a letter to Governor Smith, protesting against the imposition of a tax upon alcohol used for industrial purposes and has received assurances that the matter will be taken up at the coming special session of the Legislature. Secretary McConnell of the Drug Trade Section pointed out that the tax of 30 cents a gallon will drive the manufacturers of alcohol for industrial use out of the State, since they will be unable to compete with non-resident manufacturers to whom the law cannot be applied under the Interstate Commerce Act. It was also shown that the provision which requires that a permit be obtained from the State Excise Department before any shipments may be made, imposes great inconvenience upon wholesale dealers, as well as manufacturing consumers, because of the delay involved. So full of inequities is the law, it was asserted, as to unnecessarily multiply the trouble of honorable business houses. Little doubt is entertained that the repeal will be obtained through the efforts of those who are working to that end, since it is clearly established that the law not only puts uncalled-for restrictions upon New York manufacturers, to the advantage of their competitors located elsewhere whose traffic in non-beverage alcohol in New York State cannot be interfered with, but by killing the industry within its borders defeats its purpose to provide increased revenue.

**GAINS IN OUR FOREIGN TRADE.**

Accurate figures are now available showing the imports and exports of commodities in which our readers are interested for the year ending June 30, 1920. With comparisons with the previous year the figures are as follows:

	1919.	1920.
<b>Imports:</b>		
Perfumery, cosmetics and all toilet preparations, dutiable.....	\$3,670,577	\$5,545,606
Castile Soap (pounds).....	1,075,458	2,353,974
Talc (pounds).....	23,090,219	36,581,369
Vanilla beans (pounds).....	942,369	1,130,336
Cocoon oil (pounds).....	344,728,366	269,226,966
Glycerine (pounds).....	1,171,679	15,656,463
Bottles, vials, etc. (pounds).....	1,915,061	3,634,729
<b>Exports:</b>		
Perfumeries, cosmetics and all toilet articles.....	\$6,077,854	\$7,979,237
Flavoring extracts and fruit juices.	\$949,726	\$1,425,380
Alcohol, including cologne spirits (pounds).....	11,884,383	27,376,167
Washing powder and fluid (pounds).....	3,984,745	6,217,201
Soap stock and other grease.....	\$2,981,497	\$8,994,603
Oil peppermint (pounds).....	65,548	90,255
Other essential oils.....	\$1,216,870	\$1,551,992

Exports of perfumeries from New York during July were as follows: To Belgium, \$1,530; Denmark, \$3,835;

**OUR ADVERTISERS****E. LOESSER MILLS, INC.**

MAKERS OF METAL NOVELTIES,  
142 PINE STREET, MONTCLAIR, N. J.

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,  
14 Cliff St., New York.

GENTLEMEN:—As an advertiser in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, we beg to say that it gives us great pleasure to state that this publication as a creator and stimulator in sales is 100 per cent. perfect.

The inquiries we receive are not just sample hunters but are concerns that give us business and we have every reason to feel satisfied that we are obtaining value received for money invested in your publication.

Yours very truly,

E. LOESSER MILLS, INC.

France, \$1,364; Germany, \$597; Netherlands, \$2,749; Norway, \$1,761; Spain, \$2,458; Switzerland, \$14,440; Turkey in Europe, \$248; England, \$54,348; Bermuda, \$510; British Honduras, \$1,920; Canada, \$365; Costa Rica, \$987; Guatemala, \$1,426; Honduras, \$2,164; Nicaragua, \$3,370; Panama, \$10,241; Salvador, \$2,150; Mexico, \$6,379; Newfoundland, \$2,708; Barbadoes, \$129; Jamaica, \$2,336; Trinidad, \$796; British West Indies, \$722; Cuba, \$34,873; Danish West Indies, \$416; Dutch West Indies, \$1,452; Haiti, \$426; San Domingo, \$3,794; Argentina, \$22,613; Bolivia, \$2,131; Brazil, \$30,776; Chile, \$3,699; Bolivia, \$7,252; Ecuador, \$1,340; British Guiana, \$14; Dutch Guiana, \$216; French Guiana, \$83; Paraguay, \$645; Peru, \$7,802; Uruguay, \$2,983; Venezuela, \$7,968; China, \$24,132; British India, \$25,293; Straits Settlements, \$10,456; British East Indies, \$2,085; Dutch East Indies, \$3,031; Hongkong, \$4,987; Japan, \$9,331; Siam, \$475; Turkey in Asia, \$268; Australia, \$26,716; New Zealand, \$20,005; Philippine Islands, \$17,898; British West Africa, \$5,856; British South Africa, \$11,069; British East Africa, \$36; Canary Islands, \$3,502; French Africa, \$60; Liberia, \$688; Port Africa, \$58; Egypt, \$176; Poland, \$1,414; total, \$413,302.

New York's July exports of toilet soap amounted to \$304,468 and of other soaps, \$467,053. Caustic soda exports were \$334,680 and soap stock, \$259,325, while rosin footed up \$138,255.

**HOW SYNTHETIC CAMPHOR IS MADE.**

Professor Mailhe, a French chemist, writes that synthetic camphor is prepared quite simply in three steps from the pinene of the essence of turpentine. Gaseous hydrochloric acid converts the pinene into a solid hydrochlorate, and this is changed to camphene by ammonia, pyridine, or any one of many methods. The camphene is hydrated into borneol by heating in a water-bath with glacial acetic acid and about two per cent of sulphuric acid. The borneol is transformed into camphor by oxidation by air, oxygen, ozone, or other agent; or by dehydrogenation by passing the borneol vapor over finely divided copper heated to 300° to 330° C., thus splitting the compound up into hydrogen and camphor. The success of this artificial camphor may depend on a lowering of the present high cost of turpentine and hydrochloric acid.

## BABSON REVIEWS THE AUTUMN TRADE OUTLOOK

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions for the autumn of 1920, based upon thorough investigation and careful observation of the field:

**Retail Trade.**—For most merchants the next three months should bring fairly good business. There is trouble enough under the surface, but trade conditions as a whole have not yet suffered severely. Labor is still fairly well employed, except in certain industries in which liquidation has already begun. Wages are good and production per man is improving somewhat. Retail buying power is still well maintained. The substantial improvement in the crops gives a better outlook for trade in nearly all of the agricultural districts. Merchants should plan on about the same volume of retail buying as now exists. Christmas buying, in terms of dollars, may be as large as last year, due to the higher prices of goods. The actual volume of Christmas sales will probably not be more than 80 per cent to 90 per cent as large as a year ago. On the whole, however, retail merchants should find an average demand for all staple goods.

**Money Rates.**—The peak of demand for money will probably be felt this month. We do not expect a banking panic, such as would probably have occurred under the old banking system. We do expect further liquidation in commodities as the strain on credit increases. Outstanding loans will have to be further liquidated in order to take care of crop needs. Rates for commercial paper should rule about 8 per cent to 9 per cent through September and October. The prospects are for but little easing before next January. Call money will fluctuate in a wider range. Between now and November almost any rate for call money is possible. You can guard against violent fluctuations only by keeping down your commitments so that you will not be caught short of ready funds.

**Commodity Prices.**—The downward trend already started in Bradstreet's index should continue throughout the year, but this average price of all classes of commodities will decline only gradually. Certain products, however, will have violent declines, due to the pinching in credit conditions. As the banks are forced to contract they naturally single out the lines which are the most over-expanded on which to call loans. Clients have seen this tendency already in certain commodities which have dropped abruptly. Others will follow. During the next few months, the commodity market will be one of specialties, in which most staple articles will rule firm, but most articles of luxury and so-called non-essentials will experience severe liquidation.

**Foreign Exchange.**—As far as the next two months are concerned, even lower rates on Europe are likely to occur. After the autumn crop shipments we hope to see another rally in British exchange and probably the exchanges of most of the European countries. Persons who have funds in Europe which they wish to bring to the United States will probably do well to wait a few months longer. In the case of Canada the reverse is true. Canadian exchange will probably be highest during the next two months. Canada, like the United States, ships a great deal of grain. United States residents who wish to transfer funds from Canada will probably have the best oppor-

tunity during September. As stated previously, we do not expect the Canadian dollar to come back to par this year nor probably next. As soon as the crop bills are absorbed Canadian exchange is likely to have another slump.

**Readjustments is Under Way.**—Six months ago the trade was talking only of higher prices and shortage of goods. Now everybody is looking fearfully at the market for his particular goods, wondering if prices will hold up long enough for him to get from under. The first jolt to confidence came last May when retailers found they were over-stocked and began to cut prices. Even before then the crash in silk and later in wool and numerous other important commodities had given ample warning. Fundamental conditions, however, are no worse today than they were last spring. In fact, they are not so bad, for some liquidation has already been accomplished. The difference is that people are just beginning to realize the true conditions.

"Do You Expect a Panic?"—This question is asked more often than any other. If you insisted on "yes" or "no," I would say "yes." At least, when it is over there will be many business concerns who will think we have had a panic. It may not be the kind of panic, however, that you are thinking of. In times past, panics were primarily a banking convulsion. This was due to the faults of the old banking system. Money in previous crises has always been the weakest link, and consequently the financial machinery was the first to collapse. Most people, therefore, associate panics with closed banks and a condition where business men and investors cannot obtain credit, however solvent they may be.

This coming readjustment will not be primarily in money; it probably will not start in the stock market as heretofore. This readjustment will center in the commodity markets. In fact, it has already begun. At least a dozen important commodities have been cut down between 30 per cent and 50 per cent in price. During the period ahead one after another of the commodities which are over-stocked and over-priced will fall. As the liquidation progresses it will spread more and more rapidly to other lines. I am hoping, however, that this price deflation will be continued in the same orderly manner that it has begun.

In spite of the radical drop in certain commodities there have been no concerns forced out of business which were really solvent. Some large failures will develop later on. A number of concerns already have been taken over by their banks. The plan of the bankers is simply this:—to protect the concerns which are actually sound and deserving of credit, but to weed out, either through private liquidation or bankruptcy proceedings, those concerns which are being operated on unsound policies and which sooner or later will get into trouble, anyway. Due to the Federal Reserve System I believe that the banks for the most part will be able to carry out this program. If this is so it means that our next period of readjustment will be complete and effective, but may not entail the gross injustice to many lines that characterized previous crises.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

## TAX RULINGS, SOFT DRINKS AND DRUGS AT WASHINGTON

WASHINGTON, D. C., Sept. 13.—Representatives of the National Association of Retail Druggists had a conference here on Saturday with Commissioner of Internal Revenue Williams and with Prohibition Commissioner Kramer, relative to bonds for permits for the withdrawal of alcohol for commercial uses.

There has been talk here for a long time about this bond question, but up to the present officials of the Treasury Department refuse to make any statements. It is understood that no further action relative to furnishing new bonds will be taken until November 1, when an investigation now taking place will probably be completed. Up to the present time there have been no steps taken in the industrial alcohol situation and none probably will be taken until this investigation comes to a head.

Several sections of regulations 60 of the Internal Revenue Bureau, pertaining to the sale of alcoholic medicinal preparations, the handling of liquor prescriptions and the keeping of records of liquor sales, by retail druggists and pharmacists, and the transfer of spirits from one container to another, are amended by T. D. 3069, signed by Acting Internal Revenue Commissioner Paul F. Myers, in a circular to Federal prohibition directors and others.

Treasury Decision 3,067, also just issued, amends article 7 of regulations 52, in respect to the tax on beverages.

It is understood that the Commissioner of Internal Revenue will recommend to Congress when it reconvenes in December that an additional commissioner be appointed. The appointment of this official is desired, it is believed, for the purpose of taking charge of industrial alcohol for commercial purposes.

### OFFER MADE OF GERMAN CHEMICALS TO UNITED STATES

The Reparation Commission has offered to this Government the right to participate in the purchase of certain chemical drugs from stocks impounded in Germany, as well as from subsequent production of German manufacturers rendered available to the Commission by the Treaty of Versailles, says the War Trade Board Section of the State Department in an announcement.

From the records in possession of the War Trade Board Section it would appear that practically all these chemical drugs now are being manufactured in this country. They are available to the American consumer on reasonable terms as to price, quality and production. Reliable reports indicate the domestic product is equal to the German in quality; that the average price substantially is the same as that asked by the German manufacturers for stocks of current production; and that these drugs are manufactured in this country in quantity sufficient to meet all indicated domestic demand. The foregoing covers not only synthetic organics of commerce but likewise practically all of the German patented products.

From the foregoing it would seem that there is no present need or demand in this country for these chemical drugs of German manufacture. For this reason this Government does not feel it advisable to take active steps to place upon the market foreign-made drugs which would compete with those of domestic manufacture, and, therefore, will not exercise its option upon impounded stocks of chemical drugs of German manufacture or upon stocks

of chemical drugs manufactured during the months January, 1920, to June, 1920, inclusive.

This Government will retain, however, its right to participate in allotments from future daily production of chemical drugs which may be manufactured by Germany during the next four and one-half years, in view of the possibility that a need in this country may arise at some future time for certain chemical drugs, which may at that period be unobtainable from domestic sources.

### WARNING AGAINST ARTIFICIALLY COLORED DRINKS

All is not orange juice that is orange colored these days. Nor is it orange juice because it comes in a bottle with an attractive picture of that fruit on the label, explain officials of the Bureau of Chemistry, Department of Agriculture. The wise in this era of soft drinks read the label critically before they buy or drink the contents of a bottle, the advice of the Federal food officials goes on.

The juice of the orange is one of the most healthful of beverages, they say. It contains organic acids of medicinal value and substances known as vitamins which are essential to health. But the trouble is that many of the so-called orange drinks which are on the market contain none of the real orange juice. These imitations are usually concocted of sweetened, artificially carbonated water, colored with a dye to imitate orange juice, and flavored with a little oil from the peel of the orange. While they may not contain ingredients injurious to the health of adults, they are imitations which lack the medicinal qualities characteristic of fruit juices. They should not be used in place of genuine orange juice, the officials say, especially as a food for babies and young children. A few of the bottled orange drinks do contain some of the genuine fruit, but when orange juice is needed in the diet of children the best way to obtain it is to buy the fruit and press out the juice.

The information as to what a bottle of soft drink contains ordinarily can be found on the label, but sometimes a magnifying glass may be required, if the thirsty one does not have strong eyes. The manufacturer is usually very modest in displaying this information, but to conform with the Federal Food and Drugs Act he must place it on the label. The terms, "ade," "squash," "punch," "crush," and "smash" can only be applied correctly to beverages which contain the edible portion of the fruit or juice of the fruit named on the label, Bureau of Chemistry officials say, but this year many beverages with fanciful names, beverages which are imitations of fruit juices and which have only the odor or flavor of the fruit of which they purport to be the juice, the placed on the market.

The officials in charge of the enforcement of the Federal Food and Drugs Act have instituted proceedings to require correct labeling of the products coming within the jurisdiction of that law. In the meantime, pending judicial determination as to what is correct labeling of these products under the law, some manufacturers are continuing to put their deceptively labeled drinks on the market. Attention is called to the fact that the soft-drink industry is largely a local industry. Many of the bottled soft drinks are sold and consumed within the State where they are made. Such drinks are not subject to the Federal Food and Drugs Act, which applies only to foods and drugs that

(Continued on page 267)

## FRENCH FLOWER PRICES, HARVEST AND ANNIVERSARY

Interesting news is contained in a clipping from *Le Revue de Grasse*, forwarded to us by Dr. Eugene Charabot, of the house of Hugues Aine. It is stated in effect that the law is about to take cognizance of the complaint that illegitimately high prices have been prevailing at Grasse on flowers employed in the manufacture of perfume materials.

The complaint has been instituted by two great Parisian perfumers, Messrs. Coty and Houbigant, and is directed against several important Grasse houses, which are specified by name.

Developments in this vital action, which presumably is filed under the French anti-speculation law on essential materials, will be reported to our readers as they occur.

The foregoing situation will be watched by the entire perfumery world with impatient interest, due to the conflicting reports concerning the actual yield of flowers and flower products this year; the charges and countercharges made concerning responsibility for the high prices, etc.

One of the defendant firms, Roure—Bertrand Fils (at the moment of writing we have not been informed of the identity of the others) makes some interesting statements in its first post-war bulletin, just at hand. Others writing in *La Revue de Grasse*, regarding the flower crops, pay special attention to lavender, and we place these views before our readers.

At this distance it is extremely difficult to get at all of the facts at this time, but it is to be hoped that before long the responsibility for manipulation, if such there was, will be laid at the right doors.

Economic laws cannot be violated without harm to all concerned, as many discovered during the period of rising prices, as well as now during the decline.

### THE FRENCH FLORAL HARVESTS.

Rose at 8 francs, orange flower at 10 and jasmine at 25, what floriculturist in his most beautiful dreams has ever been bold enough to anticipate such a rise in prices? we asked in one of our recent issues, says *La Revue de Grasse*. A poster, stuck on our wall, and which, to all appearance, had been in the same manner placarded throughout the communities of the mountain section, leads us today to propound a similar question in regard to lavender.

"The group of distillers of lavender," the poster reads, "owing to the price of the flowers, their small yield and the inadequate crop, have decided that the price of the essential oil should not be lower than 310 francs."

Who are these distillers? What is this group? We ignore them and it matters, moreover, but little to know them. That which is of significance, that which is certain, is that we are here confronted by an attempt, which if it should be crowned with success, would not be without peril to the future of our great industry generally, but especially to the production of lavender.

The fantastic increase imposed this year on the price of rose, or of jasmine, could be explained, if not wholly justified, by the insufficient output of the war years and the increased cost of keeping up the cultivation. But will the same apply to lavender? It would be unreasonable so to suppose.

Cultivated lavender, in our mountains, as in all parts of the area where this plant grows, is a very rare thing. Consequently there is no expense beyond that of gathering and distilling it. Can we say that these expenses have increased tenfold?

Distillers pay today for lavender flowers a much higher price than before the war, and this is only right, for all products have advanced in cost. But are these distillers not pushing things to extremes when they presume to sell, for at least 310 francs, that for which, before the war, 22 to 32 francs was paid?

In 1919 the market price of the essential oil varied between 100 and 170 francs. Have the cost of the flowers and the expenses of distillation just doubled?

We must protect ourselves, as from fire, against these exaggerations. They are calculated to alienate customers, to influence them in favor of synthetic products, to incite and encourage competition, and they will finish by killing the perfumery industry, local and regional.

Fortunately, in the lavender market, as in all markets, there must be, in order to establish a price, two parties, a buyer and a seller.

### CENTENARY OF ROURE-BERTRAND FILS.

Roure-Bertrand Fils, Grasse, France, have favored us with a copy of their Scientific and Industrial Bulletin, of April, 1920, (series 4, No. 1), the first published by them in six years.

A section of prime interest is that devoted to the centenary of the firm which was founded in 1820 by Claude Roure and his wife, Marie Honorade Bertrand.

The present partners are MM. Jean Amic, Louis Roure and Jean Roure, the latter two being grandsons of the founder, and Senator Amic their brother-in-law.

At the Vienna Exhibition of 1873, the firm made the first exhibit of concrete essences.

Concerning the flower situation and the price of floral products, the firm's views are of especial interest at this time. We quote herewith several interesting paragraphs:

#### The Flower Harvests of the South of France.

Proceeding to deal with the market situation of each of our flowers and perfume plants, we find in every case all the causes for increased prices that were set forth in the beginning of the second part of the present *Bulletin*: plantations neglected during the war, labor scarce and dear, the price of everything higher, and the demand more active than it has ever been. We also find in certain cases excessive speculation and definite attempts to corner supplies. It is our duty to report these to our readers. It is our duty also to say to all those who live in our region of flower cultivation, that this region, however privileged it may be, is not the only one in the world where such cultivation is possible; that the quasi monopoly of the cultivation at Grasse has hitherto been based chiefly on the comparative cheapness of our products and that those who travel and use their eyes are alarmed to observe the efforts that are being made everywhere to overthrow our supremacy. This is a very grave danger. In the United States, the Department of Agriculture has taken



the question in hand and what was impossible formerly, may be rendered very easy today, if our cost prices are as high as those ruling on the other side of the Atlantic.

In many other countries very urgent steps are being taken; these are all the more dangerous, if we maintain our present high prices.

It is an ungrateful rôle for anyone to utter a warning at the very time when everything sells with the greatest facility and when it seems that we have entered upon a period of great agricultural prosperity, and yet, we are certain that we are doing our duty in pointing out some of the dangers which menace our cultivation and the future of our industry at Grasse.

\* \* \*

We believe that in 1919, the value of the business done in "matières premières" was considerably higher than in 1913, but the volume of the goods sold has not yet reached the pre-war level. It may be said that on the average, the price of our articles is now four or five times as great as before the war. In order to despatch the same quantity of goods as in 1913, the value of the business done would have to be four or five times as high, which we can assert is not the case. Our clients have similar troubles. In addition, they have the difficulties inherent to their trade: more numerous employees, costlier bottles, boxes, etc. Despite all these difficulties, we must



GENERAL VIEW OF ROURE-BERTRAND FILS PLANT, 1920.

not give way to discouragement, but must bring our stone to the reconstruction of the national edifice. In this respect, the State, too, must show itself well disposed towards us and not check our activities at every instant by excessive regulation. It must understand our needs and enable us to obtain what is necessary for our production and not take from us the legitimate fruit of our labor in the shape of spoliation taxes.

We should also like to see official circles more accurately informed concerning the value and importance of our commerce. We were amazed to hear from the mouth of the Minister of Finance in the Chamber of Deputies this reckless assertion: "The perfumery trade is no longer exporting any of its products. It can scarcely manage to meet the needs of the home market." It only required one step farther to say that it was needless to encourage luxury in France and that it would be well to forbid the importation of all the "matières premières" required in our industry. This step would have been quickly taken, had not the French Perfumery Syndicate adopted measures to correct the rash statement of the Minister of Finance. But calumny soon spreads and many people were long convinced, and are so still, that France at present consumes all the perfumery she manufactures. It appears necessary to indicate the facts. Customs figures show that during the first eleven months of 1919, the exports were 28 million francs of "matières premières" and 75 millions of perfumery. The amount of these exports, whether stated in francs, by weight or by volume, is on the average 60 per cent higher than in 1918.

### AROMATIC PLANTS IN INDO-CHINA.

An interesting article on the aromatic plants of Indo-China appears in *La Parfumerie Moderne*. The writer says that the great prosperity of the distilleries which deal with perfume yielding plants in Indo-China ought to arouse a great deal more interest in the industry, with a view to developing the cultivation of some of the many aromatic plants which abound in the country. Of the numerous plants which the writer mentions, the following selection may be of interest. One of the Calycanthaceæ, *Chimonanthus praecox*, yields an abundance of flowers, which are delicately perfumed, and are used to give a perfume to tea by the Chinese. This plant could be cultivated to advantage.

*Lilium verum*, the star aniseed, is one of the most important essential oil yielding plants of Indo-China. It is cultivated on a very large scale in the region of Langson in Tonkin. The production is very variable, as may be seen from the following figures:—1906, 40 tons; 1908, 29.9 tons; 1910, 66 tons; 1912, 46 tons; 1916, 65 tons; 1919, 53.6 tons. During the past ten years the production has risen to 125 tons of the value 1,300,000 francs. *Michelia Champaca* is a tree which has not yet been exploited in Indo-China, in spite of the beautiful odor of the *Champaca* flowers. Several varieties exist in the colony, and the inhabitants use the flowers to perfume their tea and to prepare perfumes for their own personal use.

There is also another species of *Michelia*, *M. Figo*, also used for the same purpose, but whose flowers have a slightly different perfume. Winter's Bark—the bark of *Drymis Winteri*, another important aromatic plant—grows here in abundance. It is used locally as a condiment. The famous Ylang-ylang tree, *Cananga odorata* is used as an ornamental tree, planted round dwelling houses in various parts of Cochin China; a few enterprising planters are cultivating it in a rational fashion at Son-Tay and Tuyen-Quang.

There also are found the allied trees *Cananga Catifolia*, whose flowers have an intense perfume, very similar to the ordinary Ylang-ylang, and *Anona Mesneri*—the tree known as Romduol, which yields a very sweet perfume. One of the most interesting plants is *Photeros Cochinchinensis*, a tree whose leaves yield an essential oil which closely resembles ordinary oil of sweet orange in its characters. Among the plants belonging to the natural order Guttiferae, are two plants yielding valuable perfumes. They are *Garcinia mangostana*, with a highly aromatic fruit, and *Calophyllum inophyllum*, whose flowers have a very beautiful perfume. But as the seeds are very rich in fatty oil, it is unlikely that the flowers would be exploited for the less useful perfume. A considerable number of trees belonging to the natural order Dipterocarpeae are found here. They yield an oleo-resin rich in essential oil. The oleo-resin is the gurun balsam of commerce, and about 600 tons of are produced annually in Cochin China. It is employed to a considerable extent by the natives for the manufacture of varnishes.

A very valuable and expensive product is the so-called musk ambrette seeds, and the plant which produces this seed, *Hibiscus Abelmoschus*, is found all over Indo-China, but has not yet been exploited. A small amount of the essential oil of ambrette seed is now produced in Java and in Martinique, but supplies available are very uncertain.

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## PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

(Continued from Page 214, August, 1920.)

Finally the third variety are the solid brillantines. These no doubt are the most difficult to manufacture but at the same time are the most attractive preparations of this kind.

The formulæ for this type of product usually call for any of the oils used for brillantine in general, that is olive oil, castor oil, apricot kernel, peach kernel, almond oil or mineral oils. To one of these oils, or a mixture of two or more of them a small amount of wax is added. The best suitable hardening agent is spermaceti. With it if properly handled the most beautiful preparations may be produced and the secret of producing an attractive preparation lies more in the process of manufacture than in the formula.

If we melt together some oils and any wax, spermaceti or other, and allow the mixture to cool, a salve-like mass will result which ordinarily cannot be described as very attractive. However, if we melt these oils together with spermaceti, any other wax is not so well suitable, and allow the process of cooling to take place *very slowly* and without the slightest agitation, quite different results will be obtained. The mixture will, provided the correct proportions of ingredients were used, produce a most beautiful semi-transparent mass which appears to be composed of a vast number of very fine crystals. To obtain such a preparation, however, various precautions are advisable or necessary. First the heating and melting has to be done very carefully and any excess of heat must be avoided. It should always be carried out with the aid of a hot water bath rather than on the open flame. The heating should be discontinued as soon as the entire amount of spermaceti is melted, but the vessel not removed from the water bath. The purpose for this is to allow the brillantine to cool down with the water in the water bath so as to assure a very slow cooling. The slower this takes place the more beautiful the crystallization will be.

Before the cooling of the brillantine of course it is necessary to introduce the color and perfume. For the first yellow, reddish brown or brown may be used but the most attractive effect is obtained by using a green coloration. In fact most of these kinds of brillantines on the market are colored green. Care should be taken not to obtain too deep a shade as this will spoil the effect, whether it be green or any other color. To leave the brillantine white is not advisable as the effect of beauty of the preparation is considerably reduced by neglecting the coloration.

As to the perfume, here again almost any odor is suitable. Flower odors give most excellent results and so do fine bouquet odors except such which are more or less of the heavy oriental type. The latter odors are as a rule too permanent and render the hair for too long a time odoriferous. The odor of brillantine should never adhere too long to the hair, thus concluding, all fixatives may be avoided in preparing the perfume. The lighter and more flowery the odor character the better the effect. The author has found of a vast number of odors and odor combinations that of lily of the valley combined or

blended with a fragrant lilac odor to give the most excellent and delicate perfume for this type of cosmetic.

Again perfuming brillantine an excess of perfume should carefully be avoided.

In putting up solid brillantine the most suitable container is a wide-mouthed, preferably glass-stoppered bottle of about one or at the most two-ounce capacity. It of course is necessary to avoid using a tall bottle as from such to remove the contents would be too difficult.

If it is desired to fill the brillantine warm, and this is by all means the most preferable way, it is strongly advisable to warm the containers slightly before pouring the brillantine into them as otherwise the chilling of the preparation when it touches the walls of the container will hinder the crystallization and thus spoil the appearance. The most practical method, that is the method giving the best results is to set the bottles in a large shallow pan, fill this pan with warm water so that the bottles are covered up to the beginning of the neck with this water and then pour into them the brillantine. Thus the same is accomplished than by leaving the preparation on the hot water bath until cooled.

Somewhat similar in purpose to brillantines are the bandolines. In composition, however, the latter are vastly different from the first.

Their production is comparatively simple as in fact they are merely perfumed mucilages. The basic material employed is some sort of gum of which a mucilage is produced. The mostly used and best suitable gum is tragacanth, of which the powdered gum should not be used but only the finest selected ribbon gum. The procedure of making a mucilage is doubtless well known. It simply consists in soaking the ribbons in water which has been brought to a boil before the gum is added. The boiling is necessary firstly to sterilize the water and secondly for the purpose of aiding in the formation of the mucilage, as naturally the gum soaks more easily and readily if added to boiling hot water. Soaking for about 48 hours with occasional stirring should produce a smooth and homogenous mucilage.

As is the case with all products made from purely vegetable substances the addition of an efficient preservative is necessary. As such sodium benzoate may be employed to best advantage, or a little boric acid or salicylic acid will answer the same purpose. The two first mentioned chemicals are introduced into the mucilage in form of a concentrated aqueous solution which is added to the mucilage after it has cooled down to a fair degree; or may be added after the mucilage is finished. Later, salicylic acid, has to be dissolved in alcohol and added only when the mucilage is finished. The amount of such preservatives of course varies with the chemical used. Of sodium benzoate, which the author claims to be the best suitable, from one to two per cent will suffice to assure against deterioration of the preparation.

Besides gum tragacanth, gum acacia or gum arabic, as it is commonly called, can be used or else India gum. However as previously indicated none is as suitable as gum tragacanth. First, because the latter produces a smoother and more homogeneous mucilage; and secondly, the mu-

cilage made from gum tragacanth is, if proper care has been taken in the making, perfectly white or colorless; while gum acacia as well as India gum always imparts a slightly brownish tint to the product. Of course a mixture of two or all of these gums may be employed as well as any of them alone, however, as far as the quality of the finished preparation is concerned, nothing is gained by doing so, as to the price of these raw materials, India gum as well as acacia is less expensive than tragacanth. deserves little consideration. This type of cosmetic is surely one of the cheapest to produce while the usual selling price is comparatively high thus a fair margin of profit is assured even if the more expensive gum tragacanth alone is used.

All bandolines should contain a small amount of alcohol. Such an addition will serve as an additional preservative; furthermore assuring the more rapid drying of the preparation after it has been applied to the hair; and finally it serves as the medium for the incorporation of the perfume. An addition of about 5 per cent will answer these purposes in every respect.

As to the perfume itself the same is true as has been said about perfuming brillantines. All flower odors are very suitable as well as light bouquet odors. An excess should here also be avoided.

Finally it is necessary to strain the whole preparation through very fine cheese cloth or some similar material. During this process of straining all excessive pressure should be avoided. If any such pressure is exerted lumps of gum are apt to go through the cloth. It is even advisable to subject the preparation to two strainings, the first to take place after the mucilage itself is completed and another straining when the entire preparation is finished.

A final remark may be of service which, however, may be regarded by many of the readers as more or less superfluous. However, the writer has received so many inquiries about this particular question that he thinks it advisable to discuss it here in spite of the fact that the answer seems self-evident. This question is whether any glycerine should be added to bandolines. We all know that glycerine has the property of preventing too rapid drying out of a preparation on account of its hygroscopic qualities. That is why we employ this product in vanishing cream and many other cosmetics which are not supposed to dry out. Here, however, we are dealing with a preparation which on the contrary should dry out as rapidly as possible and should make the hair stiff rather than soften it. But glycerine has the very property of softening the hair and keeping it soft; thus in adding it to bandoline we would counteract the very thing that the preparation is intended for. And besides the glycerine as we all know is rather sticky in itself and imparts stickiness to the product it is added to. The nature of the composition of bandoline surely is cause for very much stickiness in itself and the addition of glycerine would only increase this to a very undesirable extent.

(To be continued.)

#### Patent for Mouth Wash Apparatus.

*Apparatus for the preparation of non-alcoholic tooth and mouth washes.* Dr. George Eichelbaum, Berlin. The apparatus consists of a double flask with a joint spout. Into one of the bottles thymol is placed and into the other an aromatic, menthol or coumarine or both, the form of cartridges being most serviceable. The bottles are then

filled with water and after a few hours the solutions will be ready for use. If 25 ccm. of these solutions are poured into a tumbler and the latter is filled up with water a clear, aromatic and disinfecting mouth wash is obtained. The cartridges are said to keep for months.—German Patent 306890.

#### AROMATIC PLANTS OF INDO-CHINA.

(Continued from page 249)

tain. It is therefore obvious that this plant is well worth exploitation in Indo-China. In the forests of Upper Tonkin an abundance of the tree *Murruga exotica* exists. Its flowers are highly perfumed and yield an essential oil which is well worth exploitation. Nearly every kind of citrus fruit is plentiful, and a prosperous industry could probably be built up in regard to these trees, from which more than one product can be made. *Cyminosma odorata* possesses leaves which have a powerful odor of cummin, and which are used locally as a spice. The essential oil has been distilled and examined by De Lanessan.

Various species of *Canarium* are found, and these yield the oleo-resin known as elemi, from which a small amount of essential oil can be distilled. Another tree of considerable interest is *Flindersia ambrinensis*, which yields a wood known locally as Rosewood. The essential oil resembles that of the *Cedrela* trees distilled in Brazil and Jamaica. That much esteemed tree *Acacia Farvesiana*, or the Cassia tree, which grows so luxuriously in the South of France, flowers almost constantly from March to June every year. Its perfume is very valuable and well worth collecting.

*Liquidambar Formosama* is a commonly found tree, and is very similar in all respects to the *Liquidambar orientale* of Asia Minor, which yields so valuable a balsam. It is believed that the economic importance of this tree would prove very considerable. Numerous species of *Melaleuca* are found, and one factory already exists for the distillation of the essential oil (cajuput oil), and a small quantity of eucalyptol is also manufactured. Several *styrax* trees exist, important quantities of Siam and Saigon gum benzoin are extracted. The commerce in this article is assured, but is capable of considerable development. *Jasmin*, *basil*, *verbena*, *Thyme*, and numerous other aromatic plants exist, and there seems little doubt that the perfume industry of Indo-China is capable of almost indefinite expansion.

#### A Simple Request.

A woman came into one of our sales offices some time ago, says *Bottles*, the bright mouthpiece of the Illinois Glass Co., and asked for a gross of a certain toilet bottle she had been in the habit of buying in small quantities.

"I'm awfully sorry, Mrs. Z," said the salesman, "but we have had to close down the factory that made these bottles while new tanks were being built. And unfortunately we haven't any in stock either. Unless you could use some other bottle—"

"Why the idea," snapped the woman.

"Haven't I been buying this particular bottle from you for years?"

"Yes," conceded the salesman.

"Well, am I not one of your tried and true customers?"

"Of course, of course, Madam," our representative assured the lady.

"Well, then," she asked, "Why don't you start the factory just long enough to run off this gross of bottles for me?"

And the salesman's hair turned just a little grayer.

#### One of the Best Ways to Get "In Touch."

(From Chas. F. Butts Mfg. Co. [Chas. F. Butts], Willis, Texas, Proprietary Manufacturers, making Flavoring Extracts, Toilet Preparations and Home Specialties.)

Can not "keep house" without THE AMERICAN PERFUMER, and I wish to state that it has been the means of putting my firm in touch with some of the best business connections that we enjoy.



# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

The chief feature of interest in the work of the Flavoring Extract Manufacturers' Association during the last month was the publication of Circular No. 103, issued by Charles D. Joyce, president, and Thomas E. Lannen, attorney of the association. It contained the letter of Attorney Lannen to the Internal Revenue authorities at Washington asking for a ruling in the matter of labeling flavoring extracts, growing out of the arbitrary action of the Oklahoma federal prohibition director in insisting upon having labels bear the manufacturer's name and address, as well as that of the jobber or distributor, when the latter might be selling goods under his own private brand.

The Washington ruling, in reply to Attorney Lannen, is from Prohibition Commissioner John F. Kramer, and after referring to the letter of inquiry, says:

"You are advised that this office has held that alcoholic extracts sold or distributed directly by the original manufacturer must contain the name of the preparation as approved in the permit and the name of the maker on the label. However, attention was called to the fact from a number of sources that many intermediate dealers obtain flavoring extracts in bulk from the original manufacturers and bottle and distribute same from their own premises. Some of these parties desire that their own names only appear on the labels of their goods and a ruling has been sought which would allow the omission of the name of the manufacturer.

"Recognizing the demands from a business standpoint of these dealers, the department has recently ruled in office communications in answer to specific inquiries that intermediate dealers may omit the name of the permit holder manufacturing the goods from labels of preparations distributed by them, but in every instance the exact name of the preparation must appear, irrespective of the identity of the ostensible or actual manufacturer.

"A Treasury decision has been tentatively preparing setting forth specifically the requirements of the department in this respect, but until same has been distributed to the public the ruling herein outlined will be adhered to."

Supplementing Mr. Kramer's ruling, President Joyce says:

"It is the opinion of our general counsel that the reference to the 'exact name of the preparation' means that every extract authorized by the authorities to be manufactured and sold must be sold under its exact name; that is, a lemon extract must be labeled so as to show that it is a lemon extract; a vanilla extract must be labeled to show that it is a vanilla extract; an imitation strawberry extract must be labeled to show that it is an imitation strawberry extract, etc.

"Likewise soda water flavors must be sold under their

exact names; that is, a root beer soda water flavor must be labeled so as to show that it is a root beer soda water flavor; a lemon soda water flavor must be labeled so as to show that it is a lemon soda water flavor; an imitation raspberry soda water flavor must be labeled to show that it is an imitation raspberry soda water flavor.

"As to other preparations, you will note that the letter says that the label 'must contain the name of the preparation as approved in the permit.' Our general counsel understands this to mean that the name which was used for any certain preparation by the original manufacturer thereof in making application for a permit to use non-beverage alcohol in the manufacture thereof, is in the name of that particular preparation that must be used on the label thereof."

## SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and treasurer, announce that the Board of Directors of the National Manufacturers of Soda Water Flavors has decided to hold the next annual convention in Cincinnati, Ohio, on November 8 and 9, probably in the Gibson Hotel.

The two days fixed for the convention are the first two days of the week, during which the National Beverage Exposition will be held in Cincinnati, and it is planned to get all of the convention work out of the way before the Beverage Exposition gets into full swing. In the past the association usually has been able to dispose of practically all of its work on the first day and evening. This arrangement affords the members an opportunity of attending both the convention and the Beverage Exposition without any inconvenience or loss of time.

## Canada's Flavoring Extract Industry.

Canadian officials have just issued a report for the calendar year 1918 in which flavoring extracts are grouped with baking powder. Operations in twenty-four establishments are reported. The total capital invested is \$2,259,753. Of flavoring extracts and essences it appears that the quantity produced was 204,692 dozen, size not stated, with a selling value at the factories of \$310,242. Fruit oils produced amounted to 8,955 gallons, with a factory selling value of \$33,731.

## Foreign Trade in Flavoring Extracts

July exports of flavoring extracts from the Port of New York were as follows: To Switzerland, \$924; England, \$16,784; Scotland, \$6,000; Bermuda, \$305; Costa Rica, \$1,100; Guatemala, \$100; Honduras, \$296; Nicaragua, \$154; Panama, \$2,092; Mexico, \$3,394; Newfoundland, \$2,007; Barbados, \$65; Jamaica, \$392; Trinidad, \$305; British West Indies, \$58; Cuba, \$9,486; Danish West Indies, \$450; Dutch West Indies, \$78; Haiti, \$590; San Domingo, \$1,141; Argentina, \$82; Bolivia, \$155; Brazil, \$316; Chile, \$1,295;

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## SOME ASPECTS OF CHEMICAL RESEARCH IN THE FLAVORING EXTRACT INDUSTRY\*

By Melvin DeGroot, Industrial Fellow, Mellon Institute of Industrial Research, Pittsburgh, Pa.

The nineteenth century was characterized by mechanical progress,—it was the age of engineering and electricity,—whereas the present century is the era of chemistry. Moreover, the scientific spirit is reflected in many of the magazine articles that come into the hands of the layman. The terms "pure science," "the natural sciences," "chemistry," "pure research," "applied research," and many others are in every day usage. The casual reader recognizes these various expressions as being closely related and assumes that the context of the discussion will make the meaning clear. Members of the flavoring extract industry,—which is a technical one in every sense of the word,—are conversant with the significance of the various words, so that it will be sufficient to sketch briefly the development of science, chemistry and applied research in order to refresh the matter in their memory, and then pass to a consideration of the economic value of chemical research.

Science, in its broadest sense, is synonymous with learning and knowledge, and usually a qualifying adjective is used to indicate a particular branch of learning. The origin of the physical sciences is to be found in the slow and unconscious observations by primitive men of natural occurrences, such as the apparent movements of the heavenly bodies, and in the gradually acquired skill in the use of implements and weapons which added to the security and comfort of their existence. In ancient times,—for instance, when the Greeks were developing a civilization which is a valued heritage today,—science in general was in an inchoate condition. There was no attempt to specialize, nor to sub-divide science according to fields of a definite character. It is said that Aristotle was a master of all sciences known in his day. He wrote treatises on physics and on biology with the same ease. As knowledge increased, however, it became impossible for any one man to have expertness in all fields, and various divisions accordingly were made for convenience of study and teaching; later, and progressively, this led to further sub-division.

At first it was regarded as sufficient to divide natural science into the fields of astronomy, medicine, physical sciences, biology, etc. Gradually, however, minute subdivisions arose, and finally the period was reached where different streams of knowledge, following various sciences, began to coalesce. The artificial boundaries began to break away. Today geology uses the methods of chemistry and physics, and geochemistry is, in fact, its basis. Sociology is related as closely to economics as to anthropology. The science of radio-activity belongs just as clearly to physics as to chemistry, and so we have radio-chemistry, the combination-science. The production of organic compounds by selective fermentation is as much chemistry as bacteriology; hence gymnochemistry is a recognized concatenation of the sciences underlying fermentationology.

Chemistry is the natural science which has for its field the study of the composition of substances and their prop-

erties. It has developed gradually from the alchemy of the middle ages,—the search to convert a base metal into gold,—and from the early practice of medicine (iatrochemistry). Chemistry has developed a classification of all matter into two groups; namely, *elements*, which are substances, such as iron, copper, silver, oxygen, hydrogen, sulphur, etc.,—which do not admit of sub-division into other substances,—and *compounds* such as water, alcohol, sugar, common salt, copper sulphate, sulphuric acid, etc., which do admit analysis into simpler things, or into their constituent elements. It is not within the scope of this address to explain or trace the developments of chemistry in detail. The industries, the universities, the laboratories, the research institutions, the large number of people employed, and, in fact, the food on our tables, the water that we drink, the clothes that we wear,—almost every thing in our daily life, either directly or indirectly, is a concrete example of the achievements of chemistry.

### PURE AND APPLIED RESEARCH

Research may be defined as the careful, trained, systematic, scientific investigation into the principles and facts of any subject, based on original and first-hand study of available authorities and experiments, and directed toward the discovery of the truth, without bias or prejudice in any manner. Research has made possible the great inventions, the wonderful discoveries, the valuable theories, the application of the sciences, and the multitude of other blessings enjoyed by the present generation. During the past decade the phrase "chemical research" has been used largely in connection with the pure sciences as opposed to the applied sciences. Pure chemistry may be defined as the study of the causes that bring about certain results which we denote as chemical or physical changes. At one time it was considered that the field of pure research was the region of academic loftiness,—or sanctum of the high priests of science, or the intellectually elect,—not to be compared with or even considered at the same time as the field of applied chemistry.

Today it generally is accepted that pure and applied research are of the same magnitude of importance, and of the same value, and that they are closely related,—in fact, interwoven,—and that one requires work of as high a calibre as the other. The applied research worker may be looked upon as an architect whose materials of construction are those that have been furnished him by the pure researcher. The applied chemist examines these materials and selects those that he can use. Perhaps he must change each one so that it fits his specific requirements, and then he must decide how to fit them together into an integral body. Indeed, a hundred different workers entering this great warehouse would each select different materials, and employ different methods of construction so that their final buildings would be entirely different. In passing one might assume a case where the industrial architect does not find materials that are suitable for his purpose. As a result, he must manufacture his new raw materials himself, and thus he becomes a pure research worker. If his data are published, then, in a sense, a new material of construction is carried in stock in the future. On the other hand, sometimes the pure research worker finds a new material, conceives a possible industrial application, and develops it, thus becoming the architect, or the applied worker.

### THE VALUE OF RESEARCH

In turning to the value of research, one must decide upon some definite method of appraisal. The best procedure for assessing its value is probably by evaluating its past performances. It often is said that history repeats itself, and this is certainly true with respect to applied research. Furthermore, one must remember that each

\*An address delivered before the Flavoring Extract Makers' Association, Springfield, Mass., July 8, 1920.

year is bringing new tools and new allies to assist in attacking the problems that are still unsolved.

Agriculture is the most important industry; it is indeed the backbone of the nation. First of all the ground must be supplied with the proper plant-foods, and the supply must not become exhausted or else the land becomes sterile. Therefore fertilizers are used. Fertilization means that nitrogen, phosphorus, and potassium must be available. Nitrogen is obtained largely from the nitrate beds of Chile, where the material occurs naturally as sodium nitrate. During the war, with shipping space scarce, and enormous demands made by the explosives industry, the supply was not equal to the demand. Research indicated the way to obtain it from the nitrogen of the air, which is really an inexhaustible supply. Potassium was obtained almost entirely from Germany before the war. The material occurs naturally as chloride. Here again the supply was stopped for obvious reasons, and accordingly research chemists were called to consider the situation. A small amount, almost insignificant, could be produced from wood ashes; and it became necessary for the laboratory to develop two new sources, namely, from seaweed, and from water of the dried lakes of some of the Western states.

Equally important to our commercial life is the coal industry. One need not comment on the work of the Bureau of Mines on mine ventilation, mine safety, and economy of mining methods. Consider also the production of coke for blast-furnace and foundry use. Formerly coal was coked entirely in beehive ovens. Research showed the way to recover the by-products, such as gas, ammonia, coal-tar, benzol, and other valuable materials.

The steel industry is said to be the barometer of the nation's business. At the present time the Bessemer process, one result of siderurgic research, is estimated to be saving two billion dollars annually. Vanadium, tungsten, uranium and molybdenum belonged to the class of rare elements fifteen years ago. Today they are in daily use, and make possible certain properties in steel which might not be obtained otherwise. The history of the non-ferrous metals and alloys, especially their development from the crude ore to pure metal, is a fascinating tale that would rival the fairy stories of old. Aluminum will serve as an example. Wohler discovered the metal in 1827. During the next twenty years it was only of academic interest. Next, Emperor Napoleon III encouraged Henri Sainte-Claire Deville to study the metal, and in 1855 the price was reduced to \$90 per pound. By 1888 the process of extraction was so improved that the price dropped to \$12.50. In that same year Castner's new process brought the price to about \$4.00 per pound. Then the electrolytic process eclipsed all previous successes. Today America alone uses approximately one hundred million pounds of aluminum, whereas in 1885 but 285 pounds were used. Research has been the tool, which, used skillfully by selected chemists, accomplished this result.

Foods are of prime importance. Contrast the canned goods and other foods available after the Civil War with the quality and diversity of the products at the consumers' service today. Such a product as dried powdered milk was almost unknown several decades ago. Some years ago there was experienced great difficulty in disposing of cotton seed. Today we are dependent on this source as a supply for a large proportion of our edible oil and some cattle food. The same is true of other similar materials. Hydrogenated fats, on the order of "Crisco," have been produced that are so fine in quality and texture, that Nature herself could well afford to be envious.

In the garments that are worn, we need only consider our dyestuff industry. It was built up in an incredibly short time, in comparison with the long development of the German industry,—this is a case where American research workers rubbed the Aladdin's lamp of experience.

Transportation has been made safe by the efforts of the applied chemist. Before use, the steels that enter into wheels and rails are inspected and passed upon by scientifically worked out methods. The wooden ties are treated chemically to extend their life; the colored glass of signal lamps is the result of careful chemical study; the oils that

light the lamps and used in lubrication are standardized; and the water used in locomotive boilers is purified chemically. Safety on a train is dependent as much upon the application of science as it is upon the engineer in charge of the cab.

The growth of the automobile industry is astounding. This industry is the largest user of motor fuels and alloy steels. Compare the rubber that now is used in tires with the material known before the researches of Goodyear and others. Consider the small amount of gasoline that occurs naturally in petroleum with the quantity which is obtained by cracking processes, such as that of Burton.

The research in plastics has made the moving picture industry possible. In medicine the names of Lister, Pasteur, Ehrlich, and many others are, indeed, ones to be conjured with. The war demonstrated only too plainly the importance of the chemist in both offense and defense. There is no need to comment on gas warfare. This list is only suggestive of the things in our everyday life that are available directly or indirectly through chemical research.

When the worker in pure research has completed his experiments and has recorded them in the literature, his work is finished. In contradistinction with this, I wish to submit that the applied worker must "sell" his idea. He must obtain support to put his process on a productive scale,—and know that it is serving mankind. As we all know, if some one "sells" an idea, another must "buy" the idea. People, as a rule, buy and sell because it is to mutual advantage,—in other words, it is co-operative. Therefore, it may be of interest to examine the co-operation between applied research and industry.

Certain of the benefits which research has showered upon the nation at large have been referred to. Hence, various examples, more specific in nature, will be given to illustrate this idea of co-operation. Banking is the life of commerce. The banker, if asked to extend a loan to a chemical manufacturer, must know the details of the business, not only for his own protection, but in fairness to the manufacturer. Likewise, the banker has come to recognize the wonderful field that chemistry has offered, and indeed is willing to follow the leads of chemical research to new opportunities that ultimately will prove to be profitable investments.

The educationalist is more than a co-worker with the research chemist. Indeed, he is the enthusiastic advocate of research. The inspiration that leads students to spend their time in earnest endeavors in the colleges and universities of our country certainly is inspired as much by our industrial achievements as by the academic accomplishments of the various scientists.

Consider the artisan. A few decades ago, pig iron was broken with a sledge, and then classified by the appearance of the fracture, which procedure was entirely empirical and involved the personal equation to an unlimited degree. Today, the foundryman knows the chemical and physical properties of the metal. Data are available to show what heat treatment shall be employed in order to obtain the desired result.

National economy and security have been discussed. Our agricultural industries have been assured the necessary materials. Chemical research has co-operated with the horticulturist in protecting our crops from insect ravage.

Manufacturers have become acquainted thoroughly with the many advantages of research. Large industrial corporations also have found it expedient to inform the public regarding their facilities and problems, because it aids in obtaining the good-will and confidence, which are valuable business assets. Progressive industrialists have recognized that they cannot await chance discoveries, but that they must have research laboratories that can make a systematic study of their manufactures, so that they may be protected in the future and be certain that they are having the same advantages as their competitors. American industrialists are now spending about \$25,000,000 annually on techno-chemical research, while a number of large corporations and associations are each spending from

\$50,000 to \$500,000. During the last ten years, some research laboratories have increased in size from 250 to 500 per cent.; and since the outbreak of war, many of the large industrial research laboratories have increased as much as 100 per cent.

Further comment as to the value of research and its co-operation with industry is hardly necessary. In fact, the question that now presents itself, is one relative to the factors that are carrying out this work. What are these various agencies and what is their status?

#### RESEARCH ESTABLISHMENTS

In the years following the Civil War, research work developed in the colleges and universities of our country, the work being carried on largely by faculty members and graduate students wherever laboratory facilities were available. It is quite true, indeed, that a considerable proportion of this work was research in pure science, but it developed and encouraged those pioneers in applied chemistry who since that time have given the United States the greatest heavy chemical industry in the world. Forty years ago commercial and testing laboratories began to spring up over the country, but such activities led naturally into applied research whenever opportunities arose.

This country has been blessed in the various gifts that it has received from its public spirited citizens, and especially from those philanthropists who have given enormous grants to carry out extensive research for the public good. Reference is had particularly to such organizations as the Rockefeller Institute for Medical Research, the Carnegie Institute of Washington, and the Sage Foundation. The technical schools rapidly are increasing their methods and means of co-operating with industry. Corporations interested in gas manufacture have donated a fund for investigation at Johns Hopkins University. The Detroit Edison Company has co-operated with the chemical department of the University of Michigan. A co-operative rolling mill research laboratory has been established at the Carnegie Institute of Technology. The co-operative plan of the Massachusetts Institute of Technology recently has received considerable support.

The Mellon Institute of Industrial Research of the University of Pittsburgh is unique in the field of chemical research. Its Industrial Fellowship System was formulated by the late Dr. Robert Kennedy Duncan in 1906, and placed in experimental operation at the University of Kansas in 1907. It was inaugurated at the University of Pittsburgh in 1911. In March, 1913, Messrs. Andrew William Mellon and Richard Beatty Mellon, bankers of Pittsburgh, established it on a permanent basis. Its main object is to supply for trained investigators every incentive and facility for successful research, and to serve as the practical means in aiding science to help industry. It is not a commercial enterprise in any sense, and it does not derive profit in any way from investigations conducted under its auspices. Its expense in regard to physical equipment, cost of direction, etc., is provided for by an endowment fund. In this way the cost of research to the donors or manufacturers who contribute the specific problem, is reduced to a minimum.

Our Government has been an active supporter of chemical research in its various departments, which include the Bureau of Standards, Bureau of Mines, Bureau of Chemistry, Forest Products Laboratory, Naval Experiment Station, etc.

It is natural to expect that the large chemical factories have adequate personnel and equipment to carry out the researches that are essential to their welfare. This is illustrated by the research staffs of such organizations as the General Chemical Co., the Koppers Co., Grasselli Chemical Co., Sherwin-Williams Co., the Barrett Co., National Aniline and Chemical Co., Dupont Co., Ault and Wiborg, Procter and Gamble Co., Parke Davis Co., Newport Chemical Works, Monsanto Chemical Co., and numerous others. Then, in the field that is largely mechanical or electrical, there are corporations with extensive chemical research laboratories, such as the Aluminum Castings Co., Baldwin Locomotive Works, Westinghouse Electric and

Manufacturing Co., Midvale Steel Co., Crucible Steel Co., Pennsylvania Railroad Co., Packard Automobile Co., General Motors Co., General Electric Co., National Cash Register Co., Thomas A. Edison Co., Standard Oil Co., United States Steel Co., Champion Spark Plug Co., Pratt and Whitney, etc.

Even in those industries which ordinarily are not considered as being affiliated with chemical science one finds that the various firms have found chemical research to be of great value. The reference is to such firms as the American Beet Sugar Company, Bausch and Lomb, Welsbach Company, Arlington Mills, American Telephone and Telegraph Company, Armstrong Cork and Insulation Company, Armour and Company, Babcox and Wilcox Company, Newport News Shipbuilding Company, Victor Phonograph Company, Sears-Roebuck and Company, Eastman Kodak Company, Curtis Airplane and Motor Company, and many others.

The most significant feature of these lists is the diversity of factors to which chemical research is a business necessity. Therefore, it would seem that the objects of chemical research today must fall into several classes. In fact, investigatory work in applied chemistry may be divided into three distinct types of problems. These three classes have been discussed by Mr. W. A. Hamor in the April, 1918, issue of the *Scientific Monthly*, in an article entitled "The Research Couplet; Research in Pure Science and Industrial Research." The following statement is taken from that paper:

"1. The Preparation of Chemical Products.—The techno-chemical research of this class is either synthetic or engineering. It is in synthetic chemistry that pure chemical science receives the most due in industry, particularly because of the synthetic production of pharmaceutical substances. Many of the noteworthy accomplishments in this field have been affected in the laboratories of factories. The chemical engineering division of this class of investigation relates to the improvement of existing processes and to the discovery of new procedure of manufacture.

"2. Research Having for Its Object the Ascertainment of Uses of Manufactured Products.—In the pharmaceutical products industry, research of this type is conducted in intimate co-operation with pharmacology, chemotherapeutics, bacteriology, and commercial science. In the heavy chemical industry, the line of inquiry is, of course, almost entirely chemo-economic in nature.

"3. The Elaboration and Perfection of Analytical Methods, the indispensable aids in the control of manufacturing operations."

#### ASSOCIATION RESEARCH

During the last ten years there has been another movement in the field of chemical research which is rapidly gaining in size and importance, namely, chemical research devoted to trade associations as opposed to research devoted to the interests of a single individual or corporation. A trade association is a voluntary organization of competitors in the same general line of business. The competing interests join in a mutual group, in order to obtain certain material benefits. The U. S. Bureau of Commerce reports show that there were four hundred and fifty such organizations listed in 1917. This number has increased greatly during and since the war. In fact, the Government fostered the formation of such associations during the war; and since the war, they have continued to exist, because the constituent companies recognized the advantages to be gained. Such groups fill a well defined economic need, not only to themselves, but also to the general public. It also is obvious that such organizations ensure a speedier mobilization of industry,—if such a demand ever should come,—and are in an ideal position to develop foreign trade co-operatively or to promote an increased consumption in the domestic market.

An association may represent such an industry that the members are not exactly competitors; for instance, an association of laundryowners. Such a group consists of firms, located in different cities. The individual members



in each city compete among themselves but not with firms of outside cities.

Therefore, it is evident that each association has its object and aim, and a certain duty to perform. Likewise, if the nature of the association is such that chemical research would prove of assistance to it as a unit, in the same way as to an individual firm or corporation, the association shall take advantage of the opportunity, just as readily and with equally as much gain.

On March 1, 1920, there were seven Fellowships devoted to association research at the Mellon Institute. The list includes the Leather Belting Fellowship, devoted to an association of 37 members, the Fibre Fellowship with an association membership of 20, the Magnesia Fellowship with 4 members, the Insecticide Fellowship with 8, the Metalware Fellowship with 11, the Laundry Fellowship with 1,850, and the Refractories Fellowship with 94. An examination of the list discloses the fact that the donating associations vary in size of membership from 4 to 1,850. Furthermore, in this list of associations it will be seen that only one, namely the Insecticide Association, can be considered as a strictly chemical one. The divergence of the fields of inquiry is also noteworthy. Another point that should be emphasized in connection with the various association fellowships at the Mellon Institute is the fact that the system in operation contemplates that the association shall be limited in each case to those firms in an industry whose interests are sufficiently homogeneous to induce them to pool their resources for the purpose of research.

There are further examples of similar work that is being carried out by other associations. An association of builders of hot-air furnaces has granted funds to the University of Illinois in order to finance investigations for the association that will ultimately be made public. Mention previously has been made of the research laboratory that is being developed at the Carnegie Institute of Technology at Pittsburgh, for the benefit of the rolling mill trade. This will be supported and fostered by companies, a large number of which have well established laboratories of their own; hence it exemplifies the advantages to be gained by joint research. The manufacturers of malleable iron have formed an association in order to employ a private laboratory to become their research bureau. Indeed, in many cases, problems of general interest may be important to the industry, yet the cost of the research might be such that the burden would be too great for an individual firm, and prove of little expense when divided among all the members of an association.

The work of such co-operative laboratories as the National Canners' Laboratory in Washington, D. C., and those of the Factory Mutual Fire Insurance Companies, are well known examples. The American Association of the Baking Industry recently has formed the American Institute of Baking, which is an organization devoted to research for the association.

The various objects of industrial research have been outlined previously in a general way. In passing it may be advisable to make note of the nature of the problems presented by associations.

The aim of industrial research as applied to association problems may be summarized as follows:

- (a) The improvement of existing methods and processes.
- (b) Avoidance of wastes.
- (c) Utilization of by-products.
- (d) Intelligent explanation of the "why and wherefore" of the methods used by the industry.
- (e) Discovery of new materials and processes.
- (f) The modifications as needed of the properties of raw material.
- (g) New methods of furnishing products.
- (h) The application of unused agencies to the industry.

The first three objects as listed above, that is, improvement of current methods, avoidance of waste, and utilization of by-products, have received the most attention, because they represent factors that are essential,—in fact, vital,—to the every day existence of the industries. Assuming that investigations of the past are fair examples,

it is certain that there still is a vast field for much more systematic study, not only from an academic standpoint, but also from the viewpoint of remunerative results.

(To be continued)

## FOREIGN TRADE IN FLAVORING EXTRACTS.

(Continued from page 252)

Columbia, \$1,726; Ecuador, \$807; Peru, \$3,872; Venezuela, \$542; China, \$26; Korea, \$92; Dutch East Indies, \$507; New Zealand, \$689; Philippine Islands, \$3,690; Belgian Congo, \$15; British West Africa, \$5; British South Africa, \$16; Canary Islands, \$49; Liberia, \$3; total, \$59,608.

### Importations of Vanilla Beans

Importations of vanilla beans into the United States during the fiscal year ended June 30, 1920, amounted to 1,130,336 pounds against 942,369 pounds in the previous fiscal year and 914,668 pounds two years ago.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

### FEDERAL.

#### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 7,251 to 7,450 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the only ones of interest to our readers were decisions of a routine nature in relation to olive oil. Twelve samples were condemned, two fines of \$50 each and one fine of \$15 being the penalties for adulteration and misbranding.

### STATE.

#### Pennsylvania.

Director Foust of the Pennsylvania Bureau of Foods has begun his campaign against the use of saccharin in non-alcoholic drinks. Eighty-one prosecutions for violations of the pure food laws of the State were ordered during August. Thirty-one were for the sale of non-alcoholic drinks containing saccharin and eighteen were for the unlawful sale of chocolate coated cherries and so-called "maraschino" cherries containing sulphur dioxide, marsh-mallow candy containing sulphur dioxide, flour containing nitrous acid, cakes colored with a coal tar dye, syrup containing saccharin and sulphur dioxide and meat unfit for human consumption. During the last six months 1,440 samples of non-alcoholic drinks were purchased and analyzed by the official chemists of Pennsylvania and 328 prosecutions instituted where saccharin was used as a substitute for sugar.

### FOOD AND DRUG OFFICIALS TO MEET.

The twenty-fourth annual convention of the American Dairy, Food and Drug Officials will be held October 5, 6 and 7 in St. Louis. "The Relation of Uniformity in State Food Laws to the Enforcement of the National Food and Drugs Act" will be discussed by Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, and "False Advertising and False Labels" by Dr. W. G. Campbell, assistant chief of the Bureau of Chemistry. One executive session will be devoted to the Federal, State and municipal officials who are concerned with the enforcement of the pure food laws. Trips of inspection to food and drug plants are planned for the delegates. Numerous valuable papers are on the program.

### Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.





Mr. A. L. Van Ameringen, 13 Gold St., New York, returned from Europe, Aug 21, on the *Rotterdam*, with Mrs. Van Ameringen.

He is American representative for Polak & Schwarz, Zaandam, Holland, and also conducts a business of his own as dealer in essential oils and synthetics.

Marey & Co., Paris, makers of terpeneless essential oils have appointed Mr. Van Ameringen their sole American agent, and will send a complete stock to be carried in New York.

Dr. E. G. Thomssen, with Mrs. Thomssen, sailed for France on the *La Savoie* September 3, and will be gone about two months.

Dr. Thomssen is secretary of the Lightfoot-Schultz Co., soap and toilet preparation manufacturers, Hoboken, N. J., and is widely recognized as a leading chemist in the manufacture of these products.



DR. AND MRS. E. G. THOMSEN

Dr. Thomssen goes to investigate the supply situation abroad and will bring interesting data with him.

Among the New York firms which followed the new three-day holiday custom at Labor Day were the following: Dodge & Olcott Co., Fritzsche Bros., Inc.; Elson & Brewer, Inc.; Arthur A. Stilwell & Co., Orbis Products Trading Co., J. Manheimer, W. J. Bush & Co., Inc.; Geo. Lueders & Co., Roure-Bertrand Fils, Inc.; Compagnie Morana, Hymes Bros. Co., C. G. Euler, Magnus, Mabée & Reynard, Inc.; A. L. van Ameringen, Rockhill & Vietor, Heine & Co., Chas. V. Sparhawk, Inc.; Arthur G. Gailler, Jas. B. Horner, Inc.; Ungerer & Co., Inc.; Julian W. Lyon & Co., Inc.; Joseph H. Bowne.

The members of the American Pharmaceutical Association have been requested to vote on the question whether the association shall raise its dues to meet the increased cost of publication of the *Journal*, the monthly magazine of the association or discontinue the Year Book.

Rochester Folding Box Co., Rochester, N. Y., will celebrate its twenty-fifth anniversary this year. The company is adding a corrugated department to its plant and is arranging to put into operation a cooperative system for the benefit of its employees before long.

H. Mart Smith, manager of the vegetable oil department of W. R. Grace & Co., New York City, has gone to San Francisco to inspect the firm's offices in the latter city.

Mr. Edward Schwarz has been nominated a director and manager of Polak & Schwarz, Ltd., of Zaandam, Holland, of which Mr. A. L. Van Ameringen, 13 Gold street, is the sole United States representative.



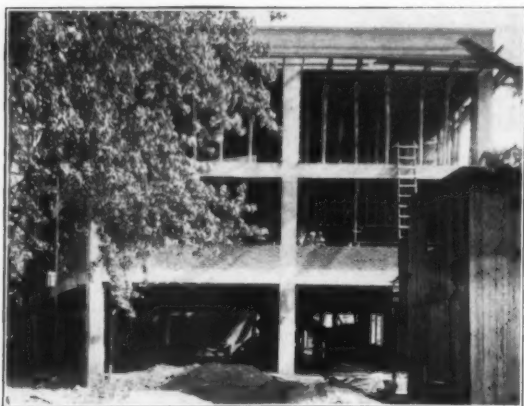
EDWARD SCHWARZ

Mr. Schwarz will sail for Europe October 2, on the *Rotterdam*, to take charge of the three plants in Holland as technical director, together with Mr. Samuel Schwarz, who will act as commercial director while Mr. Albert Schwarz will remain in full charge at the factory in Bois Colombes, Seine, in France.

Mr. Schwarz's nomination was a direct result of the death of his brother, Mr. Leopold Schwarz, the founder of this well-known concern. In 1889 the latter started a business in essences and essential oils in his hometown, Zutphen, Holland, in a very primitive way. Quite soon, as early as 1895, the business was moved to Zaandam and expanded rapidly, especially the export trade. During the war the company was cut off from different raw materials which necessitated it to start manufacturing several additional products in the different factories. The new plant at Hilversum, with its modernly equipped scientific laboratory, opened only recently. Mr. Leopold Schwarz, who had such an important part in its erection and its planning, died, however, before this new factory was occupied.

Mr. Leopold Schwarz was born in 1864; he was a member of various European societies and was one of the charter members of the Netherland Society of Chemical Industry. It was during a meeting of this society on May 5 that he was taken ill and died suddenly.

Mr. Edward Schwarz is a chemical engineer and has been connected with Walter Kidde & Co., Inc., New York, for the last eight years. During the war he developed various processes for Government use.



ANOTHER BUILDING FOR THE STANLEY MANUFACTURING CO.

To provide for its growing business, the Stanley Manufacturing Company of Dayton, Ohio, is having a three-story concrete addition made to its present plant. This concern has increased its capital from \$50,000 to \$200,000. The company manufactures a line of embossed metal seals, labels, name plates and greeting cards, and it is understood will do over a quarter of a million dollars' worth of business this year. An illustration of the new building is given herewith.

Magnus, Mabee & Reynard, Inc., this city, were among the exhibitors at the fourth annual convention of the Economy Drug Co., of Cincinnati, Ohio, in the first week of September. The house was represented by Joseph B. Magnus, of the home office, and A. Belknap Foster, the firm's representative in the Cincinnati district.

Mr. and Mrs. R. S. Swinton sailed on the *Philadelphia* September 4, and will spend about five weeks in England and Scotland. Mr. Swinton is a chemist, in charge of the works of W. J. Bush & Co., Inc., New York, at Linden, N. J.

The Metal Package Corporation of New York, 346 Carroll street, Brooklyn, N. Y., has just acquired two large Baltimore concerns, the John Boyle Company, packers of canned food products, and the Boyle Can Company, makers of sanitary and other plain tin cans. The factory property covers a square city block, over five hundred feet long and 200 feet wide, in the heart of Baltimore's industrial section—corner of Wolfe and Thames streets. There is a private wharf and sidings of the B. & O. R. R. on one side and the Pennsylvania R. R. on the other.



ALFRED E. BRUNS

The Metal Package Corporation proposes to install additional machinery in the Boyle plant so as to make both plain and decorated cans of every description.

The head of these enterprises and the moving spirit is their executive director, Alfred E. Bruns, a young man of unusual promise and performance. His early training and mental aptitude formed the groundwork of his career, but when he organized the Metal Package Company nine years ago, his optimistic foresight could



VIEW OF THE PLANT OF THE METAL PACKAGE CORPORATION, BROOKLYN, N. Y.

hardly have envisaged the actual development that has taken place. Withal Mr. Bruns has preserved the quiet confidence and reserve that have marked his business course, and has surrounded himself with an able staff that has shared in the general progress.

Mr. Jules E. Smucker, vice-president, will handle the sales of both plants.

Announcement is made by Adolph Klar, who, as stated in last month's issue, has purchased a building for the firm's exclusive use at 5 East 19th street, New York, that in addition to the offices maintained for some time in Los Angeles and Pittsburgh, the immediate opening of branch offices in Philadelphia and Chicago is contemplated.

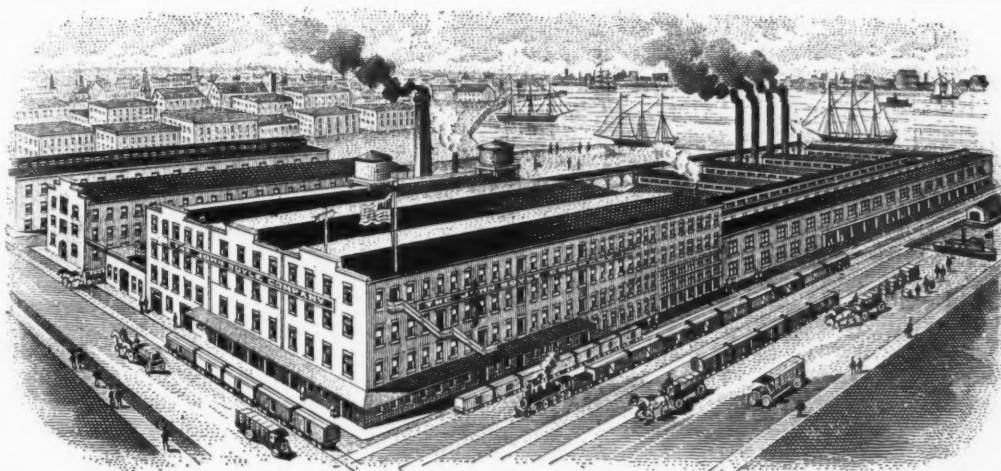
Mr. L. Kronish has taken charge of the Philadelphia territory and it is due to his success there that serious consideration is being given to establishing a branch office in that city. Negotiations are now under way for the

Ungerer & Co., New York, who had their headquarters at 124 West 19th street for many years, have just bought the building at 110-112 West 26th street, and will occupy it some time during the coming spring.

We are advised by Julian W. Lyon & Co., Inc., 35 Fulton street, New York, that they have appointed A. C. Drury & Co., Chicago, as their Mid-West representatives. Mr. Drury is well experienced in this line of business and well known throughout his territory.

In addition to representing Julian W. Lyon & Co., the firm will carry a stock of waxes, talc, alcohol, etc., which they will job on their own account.

Mr. Drury formerly conducted his own business in Chicago. Soon after the outbreak of the war he joined the army, and after being mustered out took a position as salesman to resume contact with his old friends. He is now re-established in his own business and has excellent hopes for the future.



PLANT OF JOHN BOYLE CO., BALTIMORE, RECENTLY ACQUIRED BY THE METAL PACKAGE CORPORATION, OF BROOKLYN, N. Y.

appointment of a branch manager for the Chicago territory, where the sales of Adolph Klar's preparations have become so large that it has been found necessary to seriously consider the establishment of showrooms and stockrooms to take care of this trade to better advantage.

Theodore Gerard Bergmann, born Sept. 13, 1920, weight 8 lbs., 2 ozs., is the son of A. H. Bergmann of the Oxzyn Co., toilet preparations, New York city.

William Wrigley, Jr., of Chicago, head of the Wrigley chewing gum business, according to recent advices has entered the beet sugar industry in Utah. With W. Harvey Ross and R. T. Harris of Salt Lake City, and O. H. Egge of Santa Barbara, Cal., he is reported to have acquired control of the Gunnison Valley Sugar Co., the price being about \$400,000.

Henri Gautschi, proprietor of the Henrietta Toilet Preparations, of Vancouver, B. C., Canada, was in New York city for a few days prior to sailing August 28 on the steamer *Aquitania* for Europe. He expects to spend about four months in England, France and Switzerland.

The Mennen Co., Newark, N. J., has made a lengthy and complete answer to the Federal Trade Commission's citation for alleged unfair business practices. The company denies that it granted discounts to certain groups of customers, irrespective of quantities purchased, thereby discriminating in price. The company replies to the complaint in detail, but does not waive its right to contend that the Federal Trade Commission does not possess jurisdiction to act in the matters of which it has made complaint against the Mennen Co. It also denies that the proceeding is "in the interest of the public."

Robert G. Wilkinson, essential oil and synthetics salesman, has joined the forces of Rockhill & Viotor.

I. R. Boody, of Balfour, Williamson & Co., vegetable oils, this city, has returned home from a two months' trip to study the situation in Japan and China.

Charles L. Huisking, of New York, sailed September 18 on the steamer *Olympic*, expecting to visit his London office and intending to be back in a month.

Polak & Schwarz, Ltd., announces the election of Mr. Samuel Schwarz as a director of the firm, giving facsimiles of his signature and of Messrs. A. M. de Kok and M. C. Gräffing, who have received joint power of attorney.

W. M. McCormick, president of McCormick & Co., Baltimore, recently entertained A. Fritzlen, oil manufacturer and seed importer, of Amsterdam, Holland. Mr. Fritzlen is on a three months' tour of the United States.

National Association of Retail Druggists is holding its twenty-second annual convention in St. Louis in the week of September 20. Among the exhibitors are Colgate & Co., Pompeian Co., Allen Pfeiffer Chemical Co., The Mennen Co., Palm-olive Co., and Armour & Co.

Mr. Thomas Haig, for twenty years head of the toilet goods department for Wanamaker in Philadelphia, sailed July 21 for France. This is his first trip to Europe.

Lever Bros. Co., soaps, \$1,750,000 capitalization, has filed a certificate designating W. E. Schratwieser, 120 Liberty street, as its representative in New York.

V. Vivaudou, Inc., has declared its fourth quarterly dividend of fifty cents per share on the Common Stock, payable October 1, to stockholders of record September 15.

Mr. C. H. Campbell has been appointed representative for Delphi Products, Inc., New York, with headquarters in Philadelphia, for the states of Pennsylvania, Maryland, and New Jersey. Mr. Campbell has had many years' experience in this territory, and he is in very high personal standing with the entire trade.

The special committee appointed by the Peppermint Growers' Association to make a survey of the Indiana and Michigan crop situation, reports an increase of 2,195 in the acreage over last year, but a probable reduction of 35,000 to 40,000 pounds in the yield. A summary follows:—Harvested in 1919, 13,405 acres; old mint to be harvested in 1920, 10,775 acres; new mint in 1920, 5,262 acres. While most sales so far have been made at \$6, buyers are holding back with the expectancy of driving the price to \$5.

Frank K. Woodworth, of the selling staff of the Antoine Chiris Co., New York, has returned from a vacation of several weeks at Hammondspont, Keuka Lake, N. Y. Frank was "up in the air" several times in a Curtiss biplane.

Wm. J. Stange Co., Chicago, has moved to its new modern plant, at 2549-2551 Madison street, which has been equipped with the latest machinery for the manufacture of food colors, the distillation of fruit flavors, essential oils, chemicals, etc. The company reports rapid growth of business.

Globe Soap Co., Cincinnati, has declared the regular quarterly dividend of 1½ per cent on its first, second and special preferred and common stocks and an extra of ½ of 1 per cent on the special preferred and common stocks, all payable September 15.

George Lueders, of the New York essential oil house of George Lueders & Co., with his wife and their son, George K. Lueders, returned home on September 4 on the liner *Stockholm*, after having spent three months in a tour of the principal countries of Europe. While business and a renewal of acquaintances which had been interrupted by the world war formed a part of the objects of the trip, Mr. Lueders found a healthful relaxation in his travels.

Mr. Lueders found Paris as lively as ever. Plenty of money was being spent and prices were high, Americans being charged extra, as was the case all over Europe. Business was reported good and the outlook was for a continued improvement. In the large French cities, the surface was gay enough, but there was an under current of labor unrest, which was manifested in numerous strikes. This labor unrest Mr. Lueders found everywhere. Labor, he observed, seemed to feel its strength and demanded shorter hours and higher pay. In France conditions did not seem to be so sinister as in other countries, particularly in Germany. Devastation was disappearing in France, transportation was being improved and agricultural conditions were resuming their old time prosperity as rapidly as possible.

In Switzerland the tourist traffic was lacking and many hotels were closed. The English were not in evidence at all and there were few American visitors. The cost of living in Switzerland was higher than in France.

Going to Germany, Mr. Lueders found labor discontent and incipient Bolshevism almost everywhere. In large centers like Hamburg troops patrolled the barricaded streets and the authorities seemed determined to control the situation. In Germany Americans with United States currency found living exceedingly cheap, despite extra charges, on account of the low exchange value of the mark. Practically every necessity was to be found in the shops, but the prices quoted in marks were high. In the perfumery and perfume raw materials line business was very fair. Generally speaking, Germany was getting along slowly, the coal, labor and raw materials situation being serious.

Mr. Lueders found that German concerns are marketing few primary perfume materials, but are going in for selling compounds, or concentrated perfumery. A large part of the German perfume trade has been taken over by the manufacturers of synthetics and as a new trade development they are disposing of their goods direct to the consuming trade, instead of through essential oil houses.

The seething unrest in Germany, Mr. Lueders believes, might explode at any minute. The monarchical idea is dead. There is no feeling in favor of the ex-Kaiser, or any desire for his return, but on the other hand the people blame him for all of their troubles.

Mrs. Antoinette Searles, on September 5, completed her 25th year of service with Lueders & Co. and the event was duly celebrated on September 7, when Mr. George Lueders presented to her the gold badge given to members of the Lueders Quarter Century Club, in addition to a pearl and diamond bar pin of exquisite design. Her fellow employes presented to her a fine Tiffany silver coffee set, Mr. J. Gundlich making the presentation speech.

Mrs. Searles is the twelfth member admitted to the Quarter Century Club. In November there will be another.

E. A. Welters Tooth Powder Co., Jacksonville, Florida, has amended its charter so as to have branch offices.



The Rochester *Democrat and Chronicle* of recent date contains a lengthy and interesting article concerning the wonderful progress made by the Alderman-Fairchild Co., of that city, in the manufacture of face powder and perfume boxes. A few extracts will be found interesting:

"More than thirty thousand yards of silks and satins are worn by luxurious perfume boxes and boxes for toilet combination sets manufactured yearly by the Alderman-Fairchild Co. The dressing of boxes and paper cases to fulfil the needs of the most fastidious of tastes is an art followed out by this company with the care exercised by the maid who fusses over the coiffure of her wealthy mistress.

"Boxes which house combination toilet sets valued into the hundreds of dollars must be of corresponding richness and elegance and their manufacture, as seen at the Orchard street plant of the Alderman-Fairchild Co., is conducted with a care that gives one a new appreciation of the work which goes to satisfy the fancies of the rich. A special combination box with a fluffy bed for twenty-five pieces was one of the articles under manufacture at the plant this week. It will cost—but the sum would seem improbable.

"Making a cheap but attractive box to hold face powder does not seem like a very costly operation, but this is the age of machinery and machine manufacture is swiftly relegating manual art to the past or setting it to the production of the most expensive forms of given articles. So it is in the paper box manufacturing world. Machines are now making paper boxes much more cheaply and, in certain styles, much better than they are made by hand. It requires \$20,000 worth of machinery to manufacture a box for the popular brands of face powder, but this original investment soon repays itself many fold by great production at lower cost.

"From a small plant with fifteen or twenty men on the second floor of a building in Elizabeth street twenty years ago, the Alderman-Fairchild Co. has assumed a big place in the paper box manufacturing world, now producing approximately 40,000,000 boxes of various kinds annually. From 150,000 to 175,000 boxes are shipped daily from the three plants of the company. Its original investment was \$2,000 and it had a manufacturing floor space of about 2,500 square feet.

"The visitor stops at a small press and is astonished to see it doing an embossing in colors that seems unbelievable. A strip of paper is placed over a face powder box cover. A hot die of this press inlays a design and through a clever manipulation of ink rolls colors the background of the embossed figure. The loose paper about this design pressed into the cover is brushed off by young women employed at this work. The embossed designs and colorings wrought by this machine at a rapid rate add to the beauty of numerous cosmetic boxes seen under manufacture at various parts of the plant. The machine, which was developed by the company, is doing this work for one-fourth of what it was done for by another company which has been in that business for more than fifty years. It is an achievement that is most gratifying to the engineers at the factory."

The writer gives an interesting description of other machines, lithographing presses and equipment used by the Alderman-Fairchild Co. One remarkable machine was noted cutting fifty small rolls of ribbon paper from a large roll, each small roll having a width of a half-inch. Other

machines were wrapping red leatherette paper on the inside and outside of cosmetic boxes. Description also is given of the kitchen, restaurant, lockers, athletic field and other comforts provided for the 600 employees.

A. G. Spilker, Chicago manager of the Orbis Products Trading Co., Inc., of New York City, recently started on a trip to California with his wife and two sons. A postal card from Salt Lake City says the trip is proving delightful.

A \$1,000,000 soap factory is being built in Southern California at Burbank by the Carbasemo Products Co., affiliated with the Andrew Jergens Co. of Cincinnati. Immediately upon completion of the Carbasemo factory, the Jergens corporation will erect a second unit to be operated jointly with the first one for the manufacture and distribution of Woodbury and violet glycerine soaps.

In the first factory "Carbasemo Chips" a patented product for domestic and steam laundry use, will be made. It is said that the factory will have the largest boiling kettles for soap of any plant on the Pacific Coast. It will generate its own power and will have a capacity of 30,000 pounds of soap per day. The second unit, for the making of toilet soaps, also will have 30,000 pounds daily capacity.

The company has built a private spur on the Southern Pacific Railway at Burbank. The plant is located on a three acre tract on South Verdugo street. The Jergens people expect to distribute from this plant soaps of both kinds to the entire Pacific Coast, as far east as Colorado, and to the Orient and Australia.

The Carbasemo Co. is an Ohio corporation, the president being Andrew Jergens, Jr., vice-president and general manager, M. Spazier of Burbank, and the other directors are practically the same as those of the Jergens Company, with Frank C. Adams, secretary.

Mr. Edmund Hoffman of the New York selling staff of the American Can Co., who supervises sales to manufacturers of toilet preparations, has just returned from his vacation spent at Jackson, N. H., White Mountains.

Marcus & Smith, 376 Lafayette St., New York, makers of powder puffs and owners of design patents on stitched edge puffs, publish an announcement on page 79 of this issue regarding these patents.

All dealers and users of puffs of this type are warned against infringement, and we are informed that suits will be brought, if necessary, against those who are thus proceeded against may allege non-infringement or non-validity of the patents, and in any case we should keep our readers informed of the outcome.

Many friends of Harry Bartold, manager of the Chicago branch of George Lueders & Co., New York, have much regretted to learn of the untimely death of his wife, as noted in our Obituary column.

The Edward T. Beiser Co., Inc., advise that on and after October 1 they will be located in more commodious quarters at 135 Grand street, New York. The company has grown remarkably during the past few years, and in the new quarters they hope to be settled for some time.

William Buedingen & Son, of Rochester, N. Y., manufacturers of face powder and perfumery boxes, etc., have been forced by growing business to erect a new and modern plant, larger in size than the old one and equipped with additional up-to-date machinery. In addition to using their present four-story factory they already are occupying a part of the building, the remainder not being available until December.

The new plant has an ideal manufacturing location, on Clinton avenue north, near the city limits. The new buildings are of the popular one-story type, of modern construction, and arranged to promote efficiency in manufacture and service. The plant will measure about 45,000 square feet, with a Clinton avenue frontage of 250 feet and an L 96 feet to the east. The site is amply large to provide for future expansion and provision has been made for a possible further addition, nearly as large as the present new plant. The new factory will enable William Buedingen & Son to double their output in the year 1921.

Not only are the improvements of value from the business point of view but it must be added that the employees are well cared for. The location is healthy, with plenty of air and good light. There will be a dining room, rest room and an outdoor field for games of athletics and for recreation otherwise.

The business and factory management are in the hands of Robert Buedingen, one of the founders of the business, and the New York representation is cared for by Karl Voss, with headquarters in the Woolworth building. Both of these gentlemen have carefully studied the needs of manufacturers in this industry, and the growth of the firm is ample evidence of the satisfaction with which their efforts must have met.

Parfumerie Vernay, Inc., of Milwaukee, Wis., has changed its name to Parfumerie Lournay, Inc. The headquarters are now at 366 Fifth avenue, New York City.

S. A. Foot, sales manager, is now making his semi-annual visit to the Ricksecker demonstrations at St. Louis, Kansas City, Omaha, Sioux City, St. Paul, Chicago, Detroit, Buffalo, Rochester and Syracuse.

Paul F. Webster resigned his post in the research laboratories of Larkin Co. in order to take charge of the refining for the East Aurora Vegetable Oil Refineries, Inc., Buffalo, N. Y.

Ralph Foote has been made advertising manager of Lever Brothers' lifebuoy, lux, sunlight soaps and powders, etc., Cambridge, Mass. During the war Mr. Foote was director of the American Red Cross bureau of advertising.

Tulbert Oil & Grease Co., Trenton avenue and Erie street, Philadelphia, is planning to erect a two-story addition, at an expense of \$20,000.

Darvin Chemical Co., Elizabeth, N. J., announce that they have designated T. E. O'Reilly, Ltd., of Toronto, Canada, as their Canadian representatives on certified food colors.\* Until recently T. E. O'Reilly, Ltd., have been the Canadian representatives of the National Aniline & Chemical Co., of New York. They will now sell exclusively the certified food colors of the Darvin Chemical Co.

Hetherman & Co., Inc., brokers in Far Eastern produce, oils and chemicals, moved on August 25 from 487 Broadway to larger and more centrally located offices at 50 Broad street, New York City. Their new telephone numbers are Broad 4269-4270-4271.

Frank M. Welch, formerly of the Franco-American Hygienic Company, of Chicago, has just purchased a controlling interest in the Luxtone Co., 2703 Cottage Grove avenue, Chicago. Blanch W. Moe, who formerly controlled this company, still retains a substantial block of stock and will continue with the organization in an official capacity. Her son, Avery W. Frost, also continues with the organization in the capacity of chief chemist. Everything is humming at the plant and all of the principals seem very happy over the combination.

Fire on August 29 did \$15,000 damage to one of the furnace rooms of the Carr-Lowrey Glass Co., at Westport, Baltimore. One of the furnaces became overheated. The loss was covered by insurance and the work of rebuilding the damaged structure was commenced immediately.

Dividend checks for each of the 5,000 employees, a holiday with athletics and a basket picnic were the features of the recent sixty-sixth semi-annual dividend day celebration of the employees and management of the Procter & Gamble Co. from Ivorydale and the main offices at the Cincinnati Zoo Garden. Thirty-three years ago the Procter & Gamble Co. became sponsors for a new departure in business and established a new relationship between the employees and employer by instituting a system of profit sharing with its employees. Each year since then there have been two annual holidays on which the employees receive their dividend checks.

The outing at the Zoo was devoted to games of all kinds in the morning, the ice show and dancing in the afternoon and the distribution of checks. A feature was the baseball game between the girls of the Crisco and Packing departments. The Criscos won.

J. A. Reece had charge of the athletic events. J. A. Clancy was chairman of the Committee on Arrangements, and the track officials were A. E. Anderson and F. F. Stillman; starters, J. A. Clancy, T. H. Thompson and N. B. Graf; judges, Franklin Leach and B. F. Foster. William Cooper Procter, president of the corporation, was officer of the day and principal speaker.

Procter & Gamble Co. has purchased a fifty-four acre site on the Richmond inner harbor at San Francisco. The firm will spend from \$2,000,000 to \$3,000,000 in developing shipping and rail terminal and in building one of the largest industrial plants on the Pacific Coast.

The employees of the Procter & Gamble Co. on Sept. 17 elected three of their number to the Board of Directors of the company. Five employees were nominated in the primaries in each of the three plants of the concern, located at Ivorydale, Cincinnati, Kansas City and Port Ivory, Staten Island. From these fifteen the three to obtain the coveted directorships were selected. The company's policy in this direction has been fully set forth in previous issues of this journal.

Messrs. George F. Vietor and H. Hirshman have been admitted to partnership in the New York essential oil house of Rockhill & Vietor. Previously Carl Vietor, sole surviving partner of the firm of Rockhill & Vietor, was the proprietor of the business.

C. S. Welch, who has been in charge of the perfumery and druggists' sundries department of Park & Tilford, New York City, for several years, has been promoted to a more important position in the establishment.

The appointment of a new manager for the perfumery and druggists' sundries department will be announced by Park & Tilford in due course.

Mr. F. H. Sawyer, who has had several years' experience in the Mid-West field, is now in charge of the Chicago



F. H. SAWYER

office of Pierre Lemoine Cie., Inc., of New York City. Mr. Sawyer has established headquarters at 127 North Dearborn street, his telephone being State 5510. Mr. Sawyer has had some very good previous connections, having served as chemist with the Ward Chemical Co., Stearns & White Co., assistant in the National Aniline Color Laboratories and was manager for three years of the Chicago branch of George V. Gross & Co. So Mr. Sawyer's smiling countenance is well known in the sphere which he has reentered.

Brown, Farrell, Edwards & Co. is the title of a new concern which is an outgrowth of the old firm of Rogers Brown & Co., of Chicago. The Chicago office at 29 South LaSalle street, is in charge of Carl H. Smith and Karl N. Edwards. James Farrell, formerly vice-president of Rogers Brown & Co., is in charge of the San Francisco office. H. H. Philbrick heads the Los Angeles branch. Richard Hilliard is with the Seattle branch. C. Rogers Brown, formerly president, and the founder of Rogers Brown & Co., is in charge of the New York office and will be assisted by Fred M. Chapman.

Harrison & Jensen is another firm growing out of the old one. Its location is at 111 West Washington street, in the Conway Building. Mr. Harrison was assistant manager of the Chicago office of Rogers Brown & Co. Mr. Jensen was with the Marden, Orth & Hastings Co. until May 15.

Announcement is made by Compagnie Parento importers of essential oils and synthetics, that Mr. R. E. Schubel has been added to its selling staff and will make his headquarters with the company's office in Chicago. Mr. Schubel has had considerable experience in the chemical and essential oil lines, as well as having had many years' experience in the manufacturing of perfumes and toilet articles, so he should be well equipped to render to the trade the very best of service. Mr. Schubel is a world war veteran, having served in the chemical division in France.

H. W. Eddy, the St. Louis insurance attorney, who for a long time has paid attention to the drug insurance line and who has made a specialty of supplying non-beverage alcohol bonds to the trade, having about 10,000 druggists among his clients, has procured the services of James G. Caffrey to take charge of the Eddy Service Bureau in the Flatiron Building in New York City. Both in St. Louis and this city the Eddy service is doing a valuable work in setting clients straight upon problems in connection with the Prohibition Law as they affect manufacturers and others using non-beverage alcohol. Mr. Caffrey, having formerly been head of the legal unit in Commissioner Kramer's office at Washington, should be exceptionally well qualified for this duty. Mr. Eddy has made the following announcement:

"It gives me pleasure to advise you that James G. Caffrey



H. W. EDDY



JAS. G. CAFFREY

who resigned his position as Chief of the Legal Division of Mr. Kramer's office on June 15, has assumed charge of my New York office. The extensive demand made upon me for interpretation of the Prohibition laws as they apply to the business of the various users of non-beverage spirits, who are patrons of my office, caused me to seek the services of an authority on the Federal Prohibition laws and my decision was to engage Mr. Caffrey, who is now in charge of my New York office, which office is maintained solely for the purpose of interpreting the Prohibition laws, as they apply to each particular user of spirits.

"By defining these laws in the manner referred to, a clearer and more definite understanding of the privileges which may be enjoyed under these laws will be promoted and prosecutions under the law will thereby be minimized to a large extent.

"This Service Bureau will be of material relief to the Government, for the counsel of Mr. Caffrey and his corps of assistants will be rendered gratuitously to all of the patrons of my office, although the maintenance of Service Bureau at New York and St. Louis will entail expense to me of approximately \$30,000 to \$40,000 annually.

"I trust you will regard the maintenance of a service bureau in St. Louis and Mr. Caffrey's office in New York as a step forward and as a distinct innovation and a pronounced advantage to all users of non-beverage spirits, who are patrons of my office, and, furthermore, that these information bureaus will be of great relief, not only to the various directors, but also to the officials at Washington."

Mr. George Capel, of Dalton Bros., flavoring extracts, spices, etc., Toronto, Ont., visited New York City recently in quest of supplies for the manufacturing department, of which he is the superintendent.

Gomez & Sloan, Inc., vanilla beans, have moved into their new five-story building at 244 Water street, New York City. Mr. Gomez has just returned from an extended trip to Mexico. He predicts a shortage in the bean crop for next year, perhaps as much as 50 per cent.

Crescent Mfg. Co., manufacturer of flavoring extracts, Seattle, Wash., has occupied the three-story building which it leased recently adjoining its plant at 321 Occidental avenue in that city.

Mr. J. E. Wolfe, manager of the special products department of American Aniline Products, Inc., Chicago, was in town for a few days in August.

Specification Soap and Oil Co., has purchased for occupancy a three-story factory building on a plot 100x100 feet, at Richard and Delavan streets, Brooklyn, N. Y.

The 46th annual meeting of the National Wholesale Druggists' Association, which will be held in the Gibson Hotel, Cincinnati, Ohio, October 25-29, promises to be both interesting and important. In addition to the trade subjects to be considered, laws and their interpretations by the proper authorities, as they affect the drug and allied trades will be made clear by the able men who are looking after the legislative interests of the association. Familiarity with the requirements of these laws and regulations has become an absolute necessity in the safe conduct of business. An elaborate program of entertainment has been provided.

Increases of capital stock: Lazell, perfumer, Newburg, N. Y., \$400,000 to \$600,000; Berg Industrial Alcohol Co., Philadelphia, from \$1,000,000 to \$2,000,000; Cereal Soaps Co. of Manhattan Borough, New York City, \$30,000 to \$600,000; S. Wander & Sons Chemical Co., Albany, N. Y., \$20,000 to \$200,000.

William B. Colver, of Minnesota, has advised President Wilson that he does not want to be considered for re-appointment at the end of his term September 25. Mr. Colver plans to enter private business. He served as chairman of the commission for some time and was a member of the War Industries Board.

Mr. C. W. Brand, of the Widlar Co., Cleveland, Ohio, member of the Flavoring Extract Manufacturers' Association, was a recent New York visitor. Mr. Brand is president of the National Coffee Roasters' Association.

Richard J. Prentiss, city buyer for J. L. Hopkins & Co., drug importers of New York, spent his vacation recently among the New Jersey coast resorts.

St. Louis Merchants' Exchange says that the soap manufacturers and distributors of that city without exception report a record breaking business in 1919, both in regard to the tonnage sold and the money value of the product. Labor and raw materials were scarce and high priced, but

much less difficulty was experienced in this respect than in 1918. Notwithstanding the high prices the demand was phenomenal throughout the entire year, and while the factories all increased their production and did a capacity business throughout the year they were unable to keep pace with the demand.

Full page illustrated advertisements of Pears' soap are being printed in the Sunday newspapers by Lever Bros. Co., United States agents for the Pears products.

Commodore Henry B. Gilpin, head of the H. B. Gilpin Co., wholesale druggists, and of Gilpin, Langdon & Co., drug millers, at 300 West Lombard street, Baltimore, was badly injured on August 2 when his automobile ran over an embankment and upset in trying to avoid another car in Frederick county, Maryland. Mr. Gilpin was on his way to French Lick Springs, Ind., for a vacation. Mr. Gilpin sustained a fractured collar bone and two broken ribs, while the chauffeur is believed to have fractured his skull. Both were taken to the hospital at Frederick, Md., where Mr. Gilpin soon began to show much improvement.

Edward Mallinckrodt, Jr., of the Mallinckrodt Chemical Works, St. Louis, returned early in August from the North Pacific, where he, with a party of three St. Louisans had been hunting Kadiak bear. Most of the hunting was done on Kadiak Island, near the Alaskan Peninsula. Mr. Mallinckrodt remained two weeks longer than other members of the party, during which time he killed two additional bears. He has left St. Louis to join his family, who are spending the summer in the East.

McKesson & Robbins, Inc., New York, have acquired the building at 152-154 William street, adjacent to their main offices, 91 to 97 Fulton street, in order to have adequate space for the Spanish Export Department, which is showing remarkable growth. Four additional floors have been taken and direct connections cut through the walls to permit easy access to and from the main office. McKesson & Robbins have been actively engaged in the Central and South American trade for a half century. J. Stebe, who has been with the house for twenty-eight years, has charge of the export business.

S. B. Penick, of S. B. Penick & Co., Inc., New York, took a few days' recreation early last month and motored to Camp Poko Moonshine on Lake Champlain, where he has three sons in summer camp.

Lever Bros., soap manufacturers, have taken out a group life insurance policy for their 750 employees. The insurance ranges from \$500 to \$1,500, depending on the length of service, five years being required for the payment of the full sum in case of death.

Application has been made by C. C. Woodworth, president of the C. B. Woodworth Sons Co., manufacturers of perfumery, to change the firm name to Woodworth, Inc.

Major Frank L. McCartney, formerly manager of the New York branch of the Monsanto Chemical Works, is now general sales manager of the company and connected with the main offices in St. Louis. The New York branch is in charge of H. G. Gunther, office manager, and W. S. Goff, manager of sales for the New York district.



The Sixth National Exposition of Chemical Industries, held at the Grand Central Palace, New York, the week of September 20 to 25, opened on schedule and in very complete form with practically all the exhibits in order. The program of the exposition is in keeping with the progress of the industry, attested by the fact that more than four hundred and fifty different exhibits were arranged.

The program called for four symposiums and the speakers were among the best known in the industrial and chemical engineering worlds. One symposium was on Fuel Economy, the second on Industrial Management and Materials Handling, the third on Chemical Engineering and the fourth on Ceramics. Motion pictures also greatly helped in placing the importance of the chemical industry before the public.

Dr. Charles H. Herty, chairman of the Advisory Committee of the exposition, opened the show. Charles L. Reese' talk on "Co-operation in the Industries," and other speakers followed. The motion picture program for the opening night includes two subjects, "The U. S. Ammonium Nitrate Plant No. 2 at Muscle Shoals," and "Modern Packaging Methods," by courtesy of the Pneumatic Scale Corporation, of Boston. Other features were the "Manufacture of Soap," by courtesy of the Bureau of Commercial Economics.

Among the exhibitors were the following:

American Aniline Products, Inc., New York City, dye-stuffs, chemicals, essential oils; Angel & Co., Inc., H. Reeve, New York City (filter paper); B. T. Babbitt, New York City; caustic soda and soap products; Blackmer Rotary Pump Co., Petosky, Mich.; Boyer Oil Co., New York City, vegetable oils; Chemical Co. of America, New York City, dye-stuffs; Antoine Chiris & Co., New York City, essential oils and synthetics; Commercial Solvents Corp., New York City; Diamond State Fibre Co., Bridgeport, Pa.; Elyria Enameled Products Co., New York City; Florasynth Laboratories, Inc., New York City, (synthetics); William Garrigue & Co., New York City, glycerine recovery processes; Charles F. Garrigues Co., New York City, chemicals; Gordon Dryer Corp., New York City; Innis Spieden & Co., New York City, chemicals; Laurel Soap Manufacturing Co., Philadelphia, textile soaps; National Aniline & Chemical Co., New York City, certified colors; National Gum & Mica Co., New York City, synthetics; The Pfaunder Co., Rochester, N. Y., glass lined equipment; Procter & Gamble Distributing Co., Cincinnati, Ohio, soaps, glycerine, etc.; Proctor & Schwartz, Inc., Philadelphia, dryers; Seydel Manufacturing Co., Jersey City, N. J., synthetics; Sharples Specialty Co., Philadelphia, centrifugal separators; Southern Cotton Oil Co., New York City, fatty acids; Sowers Manufacturing Co., Buffalo, N. Y., soap machinery; F. J. Stokes Machinery Co., Philadelphia, Pa., powder filling machines; U. S. Industrial Alcohol Co., New York City, alcohol; U. S. Industrial Chemical Co., New York City, solvents.

The Boards of Directors of the five companies which are taking part in the chemical merger, General Chemical, Barrett Company, Solvay Process, Semet-Solvay and National Aniline and Chemical, have approved the plan submitted and all that remains is for the stockholders to formally ratify the merger. The new company will be known as the Allied Chemical and Dye Corporation. The authorized capital stock will not exceed \$65,000,000, 7 per cent cumulative preferred of \$100 par value and

3,000,000 shares of common stock without par value. It is estimated that the outstanding capital of the company, based on the deposit of all outstanding stock of the consolidating companies and eliminating inter-company holdings, will consist of the undisturbed bonded indebtedness of the consolidating companies, amounting to \$9,493,000; \$39,374,300 7 per cent cumulative preferred stock and 2,119,677 shares of common stock.

W. L. Crounse, Washington representative of the Manufacturing Perfumers' Association, has returned to his post of duty after a vacation spent in Nova Scotia.

Carl F. G. Meyer, president of Meyer Bros.' Drug Co., St. Louis, is back from his summer vacation, which he enjoyed with his family at White Lake, Mich.

The company has taken possession of two buildings, one of six and the other of four stories, conveniently adjacent to the main plant, in order to provide additional needed room for the operating department.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

SOCIETY OF CHEMICAL INDUSTRY.—Allen Rogers, honorary secretary of the American Section, sends a neat little pamphlet covering a partial report of the activities of the section and showing its progress, together with a list of members.

ROCKHILL & VIETOR'S Chicago branch, 180 North Market street, sends us a September price list of essential oils, chemicals, colors, etc.

O. C. BOWERS & Co., Oklahoma City, Okla., sends us one of its order blanks for toilet goods, flavoring extracts and numerous other articles which it handles.

COMPAGNIE MORANA, New York and Chicago, has issued a dainty little brochure on the "Lily of the Valley; Its Derivatives and Combinations," which gives a charming chapter on the flower and adds some interesting information about its natural concretes and liquids, besides pointers concerning synthetic lily products. Perfumers will find it well worth reading.

MAYBORN FOOD PRODUCTS Co., 1303 Oregon avenue, Cleveland, Ohio, has issued to the trade a letter of introduction inviting an acquaintance with the company's flavoring extracts, flavors and food products. Dr. S. May, chemist, and H. H. Adler are associated with the company.

J. L. HOPKINS & Co., 100 William street, New York.—We are in receipt of a circular regarding Factolac which is strongly recommended as an emulsifier for fixed and volatile oils, mineral oil and ethereal fruit flavors. Samples and circulars are offered by the makers.

MASK O' UTH, INC., 233 Post street, San Francisco, Cal., supplies us with a folder describing its non-massage liquid mask and the advantages attending its use.

H. REEVE ANGEL & Co., Inc., 7 Spruce street, New York.—Catalogue of the Whatman filter papers, manufactured by W. & R. Balston, Ltd., Maidstone, Eng. The filter papers are made in a large variety of sizes and shapes.

ATLANTIC BARBERS' SUPPLY Co., Atlanta, Ga., has issued a fine 50-page catalogue giving particulars and prices about everything essential for the barbers. It is a model of its kind. The enterprising officers of this company are M. E. Tilley, president; N. P. Healey, vice-president; H. D. Waugh, secretary.

## NEW INCORPORATIONS.

Service Laboratories Co., 1926 West 18th street, Chicago, has been incorporated with nominal capital of \$2,000 to manufacture drugs and flavoring extracts by Mary Lyons, Harry Barnum, Edwin Mooser.

M. T. Branscombe, Inc., Manhattan Borough, New York City, maker of alcohol, etc., has been incorporated with a capital stock of \$50,000 by H. A. Wolf, C. and M. T. Branscombe, Ridgefield Park, N. J.

Edgar E. Kahn Co., Wilmington, to manufacture toilet articles, druggists' supplies, etc.; \$300,000 capital stock, has been incorporated in Delaware.

Ogilvie Stores Laboratories, Manhattan Borough, New York City, to make toilet articles and preparations, \$25,000 capital stock, has been incorporated by A. Curry, C. Woegerer, J. Ogilvie, 505 Fifth avenue.

Essential Oil Specialty Co., Grassland, Pa., \$1,000,000 capital stock, has been incorporated by Gustave C. Mahlick, R. H. Adams, Woolworth Building, New York.

Virginian Soap Corp., St. Paul, Va., has been incorporated with a capital stock of \$500,000.

United Barbers Syndicate, \$250,000 capital stock, has been incorporated in Delaware by F. R. Hansell, J. Vernon Pimm, E. M. MacFarland, Philadelphia.

W. Ellsworth Co., New Haven, Conn., to manufacture toilet and pharmaceutical preparations, \$50,000 capital stock, has been incorporated by M. E. Pelcher and F. S. Pelcher of New Haven and E. D. Robin of Ansonia.

Tom Fletcher Co., Bristol, Conn., to manufacture toilet preparations, has been incorporated in Connecticut.

American Beauty Toilet Co., 14 West Washington street, Chicago, has been incorporated for \$10,000 by C. A. Markwold, Gertrude Edison and Helen Hill for the purpose of manufacturing chemicals and toilet articles.

Tomo Corporation, Manhattan Borough, New York City, to trade in vegetable oils, has been incorporated by W. P. Fleishman, E. Weil, O. L. Gibson, 44 Vesey street, New York.

Verbena Perfumery Company, Manhattan Borough, New York City, \$25,000 capital stock has been incorporated by E. A. Roberts, B. G. Augustine, R. E. Gachette, 161 West 140th street.

## IN MEMORIAM FOR DEPARTED FRIENDS.

BRUNS, WILLIAM H. A., representative of the Metal Package Corporation, Brooklyn, September, 1919.

BUEDINGEN, W. L., head of William Buedingen & Son, box manufacturers, New York and Rochester, September, 1919.

COLGATE, RICHARD MORSE, of Colgate & Co., New York, at West Orange, N. J., September, 1919.

DAVIES, JOSEPH PIERCE, of the J. P. Davies Company, soaps, Dayton, Ohio, September, 1910.

EAVENSON, WILLIAM J., of J. Eavenson & Sons, Philadelphia, soaps, September, 1908.

FAXON, FRANK A., of the Faxon & Gallagher Drug Company, Kansas City, Mo., September, 1912.

FEENEY, NICHOLAS, retired soap manufacturer, Brooklyn, N. Y., September, 1917.

GARDENTY, ANTOINE, former partner in Bernard-Escoffier Fils, Grasse, France, September, 1919.

GOOD, JAMES, mechanical soaps, Philadelphia, September, 1910.

HANSON, STANTON I., president of the Vanitabs Co., New York, formerly of Hanson-Jenks Co., September, 1916.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, Pa., September, 1913.

LEWKOWITSCH, DR. JULIUS, Ph.D., chemist, of London, England, September, 1913.

MOLLER, CHARLES A., manufacturer of flavoring extracts, Brooklyn, N. Y., September, 1915.

NEVINS, SAMUEL, talc, Philadelphia, Pa., September, 1910.

OLCOTT, GEORGE MANN, president of the Dodge & Olcott Co., New York, September, 1917.

PEET, WILLIAM J., of the Peet Soap Manufacturing Company, Kansas City, September, 1910.

STECHE, FREDERICK W., Cleveland, O., proprietor of Pompeian massage cream, September, 1917.

STOTZ, JOHN T., oil distiller, Broadheads ville, Pa., September, 1915.

WAMPOLE, HENRY, of H. K. Wampole & Co., September, 1906.

## Reginald K. Pierce

Reginald K. Pierce, secretary of the Semet-Solvay Co. and of the Kentucky Solvay Co. was killed in an automobile accident near Oran, N. Y., August 15. He was a brother of Edward L. Pierce, president of the two companies, and had been associated with them for about twelve years, holding several important offices. Mr. Pierce was actively identified with the Onondaga Golf and Country Club, the Sedgwick Farm Club, the Bellevue Golf Club, and the Century Club of Syracuse. He was a member of the Racquet Club of New York city. He was forty-two years old. His death will be much regretted by those who knew him.

## Obituary Notes

Mrs. Fannie Isermann, mother of Samuel and Max Isermann, of Van Dyk & Co., New York, died on August 24 at the Presbyterian Hospital in this city at the age of 64. Three daughters also survive. Interment was in Mt. Zion Cemetery.

Richard D. Stofer, president of the Norwich Pharmacal Co., died at his home in Norwich, Conn., Sept. 10. Mr. Stofer was one of the best known men in the pharmaceutical trade and was president of the American Drug Manufacturers' Association. He had been ill for some time.

Charles Smale, with the Thomson & Taylor Spice Co., Chicago, died recently, aged 75 years. Born in England, he went to Chicago in 1846 and had been with that firm ever since 1871. Mr. Smale served in the Civil War.

May Bartold, nee Adams, wife of Harry Bartold, died August 12 at her home, Chicago, after an illness of three years. Mrs. Bartold was born in New York 51 years ago and her untimely death is mourned by a host of friends. She is survived by her husband and two sons, Richard A. and Harry C., who are both attending college. The interment was made in Rosehill Cemetery, August 14th.

## Gets a Position Through The Perfumer.

(From Adolph L. Lene, 4213 Greenlee Ave., St. Bernardi, Cincinnati, Ohio.)

Having been successful in securing a position with the aid of an Ad in THE AMERICAN PERFUMER, I wish to thank you for your kind assistance.

## More Precious Than Perfumes of Araby.

A new perfume is being made from seaweed, so says a daily paper. It will hardly become popular, although it is the most exquisite in existence, for it takes a ton of seaweed to make five drops and it sells for \$5 a drop.

## WASHINGTON NEWS.

(Continued from page 247)

enter interstate or foreign commerce or that are made or sold within the District of Columbia or a Territory.

## COMMERCE CHAMBER REPORTS ON CANCELLATIONS

Most cancellations of orders are largely due either directly or indirectly to chaotic conditions arising from war times, according to a report on a survey of the manufacturing field made by the Chamber of Commerce of the United States. The percentage reporting that customers have cancelled orders because of failure to recognize the sacredness of contract, and the legal force and responsibility of an order received and accepted in good faith was comparatively small.

There is danger, however, the report declares, that unless a definite stand is taken against any tendency to regard cancellation of orders as unimportant, and unless there is cultivation of a general feeling that an order is to be considered more than a mere memorandum, this evil may assume serious proportions.

The investigation of cancellations was made by the Fabricated Production Department of the National Chamber in response to complaints from members that production was being interfered with, so much so, that plants having had sufficient orders to run for months, were curtailing their efforts or shutting down even though production of their product is below normal and stock in the hands of wholesalers and retailers are light. The complaints protested that the sacredness of the sale contract was being disregarded and that the buyer was willing to chance its legal enforcement.

To get at the bottom of the problem, inquiry was sent to 106 leading trade associations to learn the situation. In analyzing replies it was found that the responsibility for many cancellations was chargeable in part to the seller as well as to the buyer. Some of the chief reasons for cancellations are as follows: Inability to make prompt delivery; over stock; business declining; revision of production schedule; financial embarrassment. Some replies indicated also that the public will not buy at present prices.

E. W. McCullough, who made the investigation for the National Chamber will hold a series of conferences with the Credit Cooperation Executive Committee of the National Association of Credit Men in New York, to try to try to devise if possible, equitable means for handling cancellations.

## BUSINESS IMPROVEMENT IN SIGHT

The Federal Reserve Board in its monthly review of general business and financial conditions throughout the country has the following to say:

"Continued readjustment of economic and business conditions generally has been the characteristic feature of the month of August. There are already indications that the transition period is nearing a halt and that an improvement of the general situation is in sight. Nevertheless, there is still much to be done before business, prices, and industry can be regarded as having settled down upon a stable basis. Where the processes of distributing and financing are more important, the prospect of improvement is less immediate, although fundamental conditions are slowly improving and the underlying business situation is usually described as sound. Prices still show a tendency to fall, and for the month of August the Board's index number of wholesale prices has shown a reduction of seven points."

## TRADE MARK DECISION

EX PARTE HENRY TETLOW CO.

## 1. TRADE-MARKS—MERE ORNAMENTATION—NOT REGISTRABLE.

The dress or ornamentation of a box or package resulting from the use of color, or, as it is sometimes denominated, its color scheme, should not be registered as a trade-mark.

## 2. SAME—SAME—VERTICAL BLACK AND WHITE STRIPES ON THE SIDE WALLS OF A BOX.

Vertical black and white stripes located on the side walls of a box *Held* not registrable as a trade-mark, since these stripes were evidently adopted for ornamentation. ON APPEAL.

TRADE-MARK FOR FACE-POWDER AND TOILET POWDER.

Messrs. Howson &amp; Howson for the applicant.

NEWTON, Commissioner:

This is an appeal from a decision of the Examiner of Trade-Marks refusing to register as a trade-mark for face-powder and toilet powder—

vertical black and white stripes located on the side walls of the box or carton in which the goods are sold.

The ground of refusal has been that the black and white stripes are a part of the ornamentation of the box and therefore not a trade-mark at all, and numerous decisions are cited, the most recent being *ex parte The Woolson Spice Co.* (129 M.S. D., 278) and *ex parte The Armand Company* (131 M.S. D., 64.)

Applicant discusses these decisions, but calls attention to the very wide advertisement of its face-powder inclosed in the particular box having the striped sides, and also calls attention to numerous trade-marks similar in character to its alleged mark that have been registered, as that to F. B. Chamberlain Co., No. 114,058, for a red band or stripe located at the top and bottom of each panel of a carton in which flour is sold; Gates Manufacturing Company, No. 123,808, for two spaced white stripes on the tread portion of a tire-cover, etc., which it asserts are on all fours, so far as the character of the marks is concerned, with applicant's mark.

The main objection to allowing applicant's mark is that it would be sanctioning a perpetual monopoly of a black and white striped box when the stripes were evidently adopted for ornamentation, since applicant's real mark is displayed on the top of its box separately from the stripes.

The dress or ornamentation of a box or package resulting from the use of colors, or, as it is sometimes denominated, its "color scheme," should not be registered as a trade-mark. The public should be left to choose any color or color scheme for its packages or cartons it desires. If one applicant could monopolize black and white stripes, another applicant pink stripes, another a blue color, etc., it would soon limit the public to but few colors to choose from, and this has been held to be against public policy, it being too great a handicap on the public for the benefit of the individual.

A case very similar to the instant case was extensively discussed in *ex parte Barrett Mfg. Co.*, decided February 7, 1918, wherein the so-called "mark" consisted of horizontal and vertical crosslines forming squares, for roofing material. The Assistant Commissioner in refusing registration said:

The Examiner held that this device was not a trademark; and he is right. I think nobody seeing a piece of this roofing for the first time could possibly suppose that this ribbed effect was for the purpose of indicating the origin or the maker of the goods. He would suppose of course the ribbed surface was either for some mechanical purpose or for ornamentation. The applicant has filed affidavits to the effect that it intended this marking to be indicative of ownership, and not primarily for ornamentation. But this is not a material matter. The meaning of a trade-mark, like a reputation, depends upon what others think of it and not what the owner thinks of it.

The case was afterward appealed to the Court of Appeals of the District of Columbia, and the court decision may be seen in 262 O. G., 167.

Further discussion would not be illuminative. It is enough to say that the general draft of decisions is against the registration of such alleged marks, and the decision of the Examiner of Trade-Marks refusing the same is affirmed.

## PATENTS AND TRADE-MARKS

SCALP-O-LINE 110344  
LEMO 111686  
DIXIE DEW 111687  
DORIO 113270  
Douglas 113929  
LA TOURAINE 115160  
MATO 117469  
Lysol 118922  
Stazon 120544  
De Port 124267  
SAVON DE LA BONNE-MÈRE 125730  
CUTEX 126973  
Puritine  
Wonder Suds 125218  
Creme Vegetal 127423  
Hair-Life 128872  
Nusu 131946  
Wink-O 134400  
Red Ball 134432  
Monaco 134601  
White Laundry 134726  
Ivory Soap Flakes 135017  
Joy 134025  
Wet Gee 133717  
Sopo Flake 119383  
Yipowyn 129065  
Pam Pam 129122  
Dalka 134107  
Vindicator 131600

## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,  
Perfumer Pub. Co. 14 Cliff St., New York.

## TRADE-MARK REGISTRATIONS APPLIED FOR.

110,394.—Beatrice S. Fields, New York, N. Y. (Filed Apr. 23, 1918. Used since on or about Feb. 1, 1917.)—Hair-Tonics.

111,686.—The Atlanta Barber's Supply Co., Atlanta, Ga. (Filed June 20, 1918. Used since March 1, 1918.)—Face and Massage Cream and Shampoo and a Preparation for Cleansing the Hair and Removing Dandruff.

111,687.—The Atlanta Barber's Supply Co., Atlanta, Ga. (Filed June 20, 1918. Used in its business since July 1916, and in the business of its predecessors, Matthews & Lively Co., since January, 1913.)—Toilet Water.

113,270.—United Sales Syndicate Ltd., San Francisco, Calif. (Filed Sept. 19, 1918. Used since Oct. 17, 1917.)—Various Toilet Preparations.

113,929.—Douglas Company, Cedar Rapids, Iowa. (Filed Oct. 29, 1918. Used since Jan. 15, 1918.)—Corn-Oil.

115,160.—W. S. Quinby Company, Boston, Mass. (Filed Jan. 13, 1919. Used since about May 1899.)—Flavoring Extracts for Food Flavoring Purposes, Olive-Oil.

117,469.—Mato Mfg. Co., New York, N. Y. (Filed Apr. 14, 1919. Used since Jan. 1, 1919.)—Washing-Powders.

118,922.—Lehn & Fink, Inc., New York, N. Y. (Filed May 26, 1919. Used since about March, 1917.)—Shaving Cream and Soap.

119,383.—Beach Soap Company, Lawrence, Mass. (Filed June 10, 1919. Used since Nov. 29, 1918.)—Laundry Soap.

120,544.—Helen Lynch, Chicago, Ill. (Filed July 14, 1919. Used since March 1, 1919.)—Face-Powder.

124,267.—The Ginter Company, Boston, Mass. (Filed Oct. 28, 1919. Used since October, 1911.)—Extracts for Food-Flavoring Purposes, Salad-Oil.

125,218.—James Beach & Sons, Dubuque, Iowa. (Filed Nov. 24, 1919. Used since Aug. 1, 1917.)—Soap and Soap Preparations.

125,730.—Societe Anonyme des Savons de Marseille, Marseille, France. (Filed Dec. 8, 1919. Used since January, 1913.)—Soap.

126,973.—Henry Thayer & Co., Inc., Cambridge, Mass. (Filed Jan. 9, 1920. Used since April 14, 1919.)—Dental Cream, Nerve and Bone Pain Liniment, Antiseptic Foot-Bath Tablets, Laxative Cold-Tablets, Antiseptic Liquid Court-Plaster, Toothache-Gum, Cold-Sore Remedy, Wart and Corn Remover.

127,423.—Edward W. Burke, Lynn, Mass. (Filed Jan. 21, 1920. Used since Jan. 1, 1920.)—Shaving-Cream to be Used after Shaving.

128,579.—B. Altman & Co., New York, N. Y. (Filed Feb. 19, 1920. Used since 1898.)—Tooth-Wash.

128,872.—Talcum Puff Company, Brooklyn, N. Y. (Filed Feb. 24, 1920. Used since June 3, 1919.)—Talcum Powder.

129,065.—John Arthur Johnston, Chicago, Ill. (Filed March 1, 1920. Used since Oct. 15, 1921.)—Skin-Lotion.

129,122.—Stanley Septimus Booty, London, England. (Filed March 2, 1920. Used since Nov. 26, 1918.)—Toilet Powder and Rouge.

129,209.—Katherine E. Hiscox, Brooklyn, N. Y. (Filed March 4, 1920. Used since Jan. 15, 1920.)—Skin-Lotions, and Wrinkle-Removers.

129,306.—Charley A. Crotty, Sacramento, Calif. (Filed March 6, 1920. Used since Dec. 1, 1919.)—Hair-Color Restorer.

129,361.—Sally F. Winston, Kansas City, Mo. (Filed



March 6, 1920. Used since March 1, 1919.)—Hair-Grower, Pressing Oil, Shampoo, and Face-Cream.

129,715.—Hachmeister-Lind Chemical Company, Pittsburgh, Pa. (Filed March 15, 1920. Used since March 17, 1913.)—Oil Soap, Auto-Soap, Bar-Soap, Chip-Soap, Scouring-Powder, Emery Cake, White Buffing-Finish, Metal-Polishing Rouges, Glass-Polishing Rouges, Optical Polishing-Rouges, Metal-Cleaner, Dry-Cleaning Soaps, Liquid-Soap, Shampoo-Soap, Liquid-Soap Base, Spotting Fluid, Tripoli Composition.

129,741.—Philadelphia Quartz Company, Philadelphia, Pa. (Filed March 15, 1920. Used since prior to or about February 27, 1920.)—Sodium Silicate.

129,742.—Philadelphia Quartz Company, Philadelphia, Pa. (Filed March 15, 1920. Used since prior to, on, or about Feb. 27, 1920.)—Sodium Silicate.

129,825.—Edward G. Broderick, New York, N. Y. (Filed March 17, 1920. Used since January 19, 1919.)—Cleansing-Soda.

129,851.—Barney McCabe, San Francisco, Calif. (Filed March 17, 1920. Used since Feb. 11, 1920.)—A Liquid Hair Restorer and Tonic.

130,098.—James Lindon Hall, Buffalo, N. Y. (Filed March 23, 1920. Used since Feb. 28, 1920.)—Hair-Tonic.

131,539.—Ritz Soap Co. Inc., Jersey City, N. J. (Filed April 23, 1920. Used since about Jan. 25, 1920.)—Soap.

131,600.—Swift and Company, Chicago, Ill. (Filed April 24, 1920. Used since Dec. 1, 1905.)—Soap.

131,946.—De Bruyn, Limited, London, England. (Filed May 3, 1920. Used since October, 1919.)—Edible Oils and Fats.

133,717.—Andrew W. Tarson, Chicago, Ill. (Filed June 14, 1920. Used since May 15, 1920.)—Soap.

134,025.—Louisville Food Products Company, Louisville, Ky. (Filed June 22, 1920. Used since June 19, 1920.)—Soap Powder.

134,107.—Cavanna & Company, Philadelphia, Pa. (Filed June 24, 1920. Used since March 15, 1916.)—Canned Olive-Oil.

134,400.—The Wink-O Products Co., Dunbar, W. Va. (Filed June 29, 1920. Used since Sept. 14, 1917.)—Soap Packed in Tin Cans.

134,432.—The Red Ball Company, Madrid, Iowa. (Filed June 30, 1920. Used since August, 1918.)—Soap Powder, Toilet and Laundry Soap, and Shaving Soap and Cream.

134,601.—Rocco Perretta & Company, Utica, N. Y. (Filed July 6, 1920. Used since about Jan. 1, 1914.)—Cotton Salad-Oil.

134,726.—Prouty-Bowler Soap Co., Des Moines, Iowa. (Filed July 8, 1920. Under ten-year proviso. Used since 1889.)—Laundry Soap.

135,017.—The Procter and Gamble Company, Cincinnati, Ohio. (Filed July 15, 1920. Used since Sept. 7, 1918.)—Soap Flakes.

135,290.—Munyon's Homeopathic Home Remedy Company, Philadelphia, Pa. (Filed July 22, 1920. Used since about December, 1920.)—Toilet Soap.

#### TRADE MARK REGISTRATIONS GRANTED.

134,274.—Olive-Oil and other edible oils. Torres y Ribelles, Seville, Spain. Filed March 12, 1919. Serial No. 116,505. Published May 11, 1920.

134,333.—Food-Flavoring Extracts, Ades Product Corporation Philadelphia, Pa. Filed Feb. 17, 1920. Serial No. 128,482. Published May 18, 1920.

134,340.—Olive-Oil. José Bau, Tortosa, Spain. Filed March 25, 1919. Serial No. 116,875. Published May 18, 1920.

134,341.—Olive-Oil José Bau Tortosa, Spain. Filed March 25, 1919. Serial No. 116,876. Published May 18, 1920.

134,342.—Olive-Oil. José Bau Veryés, Tortosa, Spain. Filed March 25, 1919. Serial No. 116,877. Published May 18, 1920.

134,381.—Soaps and Washing-Powders. A. Hoefner & Sons, Buffalo, N. Y. Filed Feb. 2, 1920. Serial No. 127,859. Published May 25, 1920.

134,407.—Toilet Cream for the Skin. Lapeyre Brothers, Great Falls, Mont. Filed Jan. 20, 1920. Serial No. 127,373. Published May 4, 1920.

134,427.—Olive-Oil. José Sanchiz de Quesada, Madrid, Spain. Filed May 16, 1919. Serial No. 118,542. Published May 18, 1920.

134,437.—Capping-Skins for Stoppered Bottles. Julius Schmid, Inc., New York, N. Y. Filed Nov. 29, 1919. Serial No. 125,438. Published May 11, 1920.

134,458.—Certain Named Toilet Preparations. Northam Warren Corporation, New York, N. Y. Filed July 11, 1918. Serial No. 112,082. Published Sept. 24, 1918.

134,481.—Chemical Compound for the Treatment of the Hair and Scalp. Annie L. Carter, New York, N. Y. Filed Nov. 6, 1919. Serial No. 124,594. Published May 25, 1920.

134,492.—Remedy for Falling Hair, Dandruff, and Scalp Diseases. Sallie B. Deaderick, Ford City, Pa. Filed Jan. 17, 1920. Serial No. 127,241. Published May 11, 1920.

134,497.—Hair-Tonic. Madeleine Fachner, New York, N. Y. Filed Nov. 21, 1919. Serial No. 125,153. Published May 4, 1920.

134,500.—Olive-Oil. Auguste Gaillard, Malaga, Spain. Filed Aug. 18, 1917. Serial No. 105,712. Published May 25, 1920.

134,501.—Olive-Oil. Auguste Gaillard, Malaga, Spain. Filed Aug. 18, 1917. Serial No. 105,713. Published May 25, 1920.

134,518.—Cold-Cream. Northam Warren Corporation, New York, N. Y. Filed Jan. 28, 1920. Serial No. 127,696. Published May 25, 1920.

134,519.—Certain Named Medicines, Pharmaceutical and Toilet Preparations. Frederick A. Norwood, Delaware, Ohio. Filed Dec. 3, 1919. Serial No. 125,542. Published May 25, 1920.

134,522.—Preparation for the Treatment of the Teeth. The Pemetine Company Inc., New York, N. Y. Filed Nov. 18, 1919. Serial No. 125,059. Published May 4, 1920.

134,548.—Certain Named Chemicals, Medicines, and Pharmaceutical Preparations. United Drug Company, Boston, Mass. Filed Jan. 26, 1920. Serial No. 127,621. Published May 4, 1920.

134,549.—Certain Named Toilet Preparations. The United States Drug & Chemical Co., Cleveland, Ohio. Filed December 20, 1919. Serial No. 126,295. Published May 4, 1920.

#### PATENT GRANTED.

1,352,355. Collapsible Tube. Edgar Leroy Cleveland, Othello, Wash. Filed Nov. 18, 1919. Serial No. 338,895. 3 Claims.

1. A collapsible and non-resilient tube adapted to be distorted in discharging the contents thereof, and flexible spring members secured upon the wall of the tube and adapted to produce a retracting effect on the contents within the tube when the pressure of distortion has been relieved.

#### DESIGN PATENTS GRANTED.

56,110. Bottle. Hubert Ramond Weller, Brooklyn, N. Y., assignor to Garrett & Company, Incorporated, Brooklyn, N. Y., a Corporation of New York. Filed March 12, 1920. Serial No. 365,330. Term of patent 14 years.

56,210. Container. Victor Vivaudou, New York, N. Y. Filed April 10, 1920. Serial No. 373,011. Term of patent 14 years.

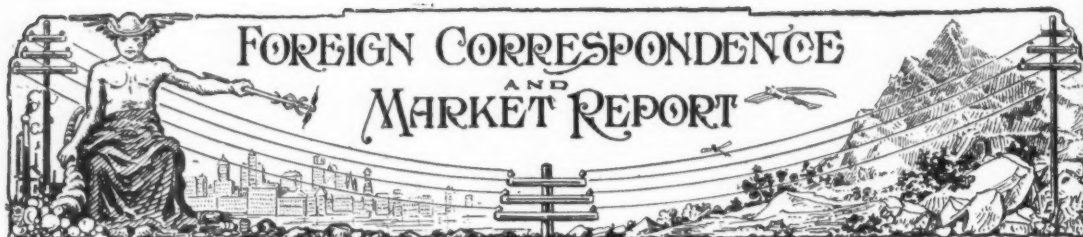
56,211. Container. Victor Vivaudou, New York, N. Y. Filed April 10, 1920. Serial No. 373,012. Term of patent 14 years.

#### Cannot Get Along Without It.

(From United Extract Co., manufacturers of flavoring extracts, perfumes and toilet requisites, Newark, N. J.)

We found that we just can't get along without THE AMERICAN PERFUMER, so herewith you will find enclosed remittance for one year's subscription.

You are certainly doing good work and here's wishing you continued success in your noble undertaking.



## ARGENTINA.

**VEGETABLE OILS.**—The rapid development of several industries in Argentina during the war stimulated the consumption of vegetable oils. Of those imported in 1918, edible oils from Spain and Italy ranked first, with 6,965,078 kilos. Cottonseed oil, principally from the United States, was imported to the extent of 1,202,289 kilos. Other oils, such as palm oil, amounting to 69,839 kilos, and 196,246 kilos of coconut oil, were imported through Great Britain and the United States.

## BULGARIA.

**BUSINESS OPPORTUNITIES IN BULGARIA.**—Consul Graham Kemper, Sofia, writes: There is a strong demand for American goods at this time (March, 1920) in Bulgaria, and there are also opportunities for the investment of American capital. At the same time financial conditions and the exchange situation are such that a thorough understanding of the situation, such as can only be gained by a representative of a corporation on the ground, is necessary. While the Government of Bulgaria is burdened by a heavy debt, like most of the former belligerent countries, a distinction must be drawn between the Government and the individual. There appears to be a large amount of Bulgarian money eager for investment in American goods. Up to this time it has been exceedingly difficult for local merchants to exchange leva for dollars, even at the highest exchange rates, owing to Government restrictions. Recently, however, these restrictions have been partly removed, and dollars now sell in the open market at about 65 leva, although the official rate is 52. These rates are continually changing, and within a very short time may be quite different, probably higher. It is believed that the opportunities here for the sale of American goods and the investment of American capital are sufficiently favorable to justify a firm in sending a representative here to study the situation at first hand.

## ENGLAND.

**W. J. BUSH & Co., Ltd.**—The report for 1919 states that there is a gross profit of £329,460. After providing for debenture interest, expenses and directors' remuneration, and making allowances for depreciation, there is a net profit of £96,828, which with the amount brought forward makes a total of £115,776. Mr. J. M. Bush, chairman of directors, who presided at the annual meeting, said that in many cases prices of both raw materials and manufactured products reached very high figures, and the company was able to dispose of its large stocks to exceptional advantage. As a result of additions both the gross and net profits are the largest in the history of the business. This is the more noteworthy as expenses were much greater, especially in

*(Continued on page 272)*

## THE MARKET.

### Essential Oils, Aromatic Chemicals, Etc.

The fall season is now well under way, but in results it is far below the average of normal times, so far as the volume of business in essential oils is concerned. It is true that a feeling of optimism is gaining in some quarters of the trade, but it has more to do with the prospects of the coming year than with the present time or the near future. The hopeful sentiment has in part for its basis the expectation that after the disturbing influences of the presidential campaign have been removed by the election in November, there will be a general turning of financial and industrial effort to the adjustment of matters now paralyzing commercial endeavor through remedial legislation or other available means, but above all a restoration of confidence in the commercial field is needed to bring about a return of normal conditions, and this is believed to be in sight.

The essential oil market, like most others, is suffering from a reaction to conditions caused by over confidence in the period following the armistice, when every one seemed to believe that the machinery of export business would be started up at the point where it broke down at the beginning of the war. A large European market for American products for which confident preparations were made, was not realized, and those who had prepared for it by buying up stocks of goods, almost without reference to their real value, are being forced to sacrifice them because they cannot obtain through the banks the money necessary to carry them longer. As a consequence all but a comparatively few articles in the list of essential oils are being pressed for sale by speculative holders at prices far lower than they can possibly be bought to import. Regular dealers are compelled to meet such prices or go out of business, but they take consolation in the thought that these so-called "outside" stocks are being cleaned up by a gradual process of absorption, and that as fresh importations are virtually prohibited by the relatively high prices prevailing in primary markets, the time must come when the law of supply and demand in this country will restore market values to their proper position. In fact some dealers are of the opinion that there is likely to come at almost any time a sudden, sharp up-turn of prices, even in commodities that are in most demoralized shape at present. But, while the trend of prices continues in a downward direction, no acceleration of trade is possible, since aside from the other incentives to caution, there is the set policy of buyers to avoid stocking up in excess of absolute requirements on a declining market.

### Aromatic Chemicals.

Private advices from Europe supplementing personal observations made on the spot by prominent representatives of the American trade who have visited the field, indicate that a long time—perhaps a year—may be required to bring production of those aromatic chemicals that are imported, back to where it was before the war. Transportation, fuel, labor and all other elements entering into the conduct of the industry, not to speak of supplies of raw materials, are yet so imperfectly provided that the

*(Continued on page 272)*

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS

Almond, Bitter, per pound	\$9.00-\$10.00	Orange, sweet, Italian....	6.50- 8.25
Almond, S. P. A.....	9.50-10.50	Origanum .....	.60- 1.00
Almond, Artificial .....	1.10- 1.30	Orris Root, concrete, foreign .....	5.50- 5.75
Almond, Sweet True .....	.75- .85	Orris Root, concrete, domestic (oz.) .....	5.25- 5.50
Almond, Peach-Kernel....	.45- .55	Orris Root, absolute (oz.) .....	40.00-45.00
Amber, Crude .....	1.40- 1.50	Parsley .....	6.75- 7.25
Amber, Rectified .....	1.85- 1.95	Patchouly .....	22.50-25.00
Amyris balsamifera .....	7.00- 7.50	Pennyroyal, American....	2.25- 2.50
Anise .....	1.15- 1.20	Pennyroyal, French .....	2.00- 2.15
Anise, Lead free.....	1.20- 1.25	Peppermint .....	7.00- 7.25
Aspic (spike) .....	2.25- 2.50	Peppermint, redistilled....	7.50- 8.00
Bay, Porto Rico .....	4.25- 4.50	Petit Grain, So. American	6.00- 6.50
Bergamot, 35-36% .....	6.00- 6.50	Petit Grain, French.....	10.00-14.00
Birch (Sweet) .....	5.75- 6.00	Pimento .....	4.25- 4.50
Birchtar, Crude .....	.90- .95	Pine Needles, from Pinus	
Birchtar, Rectified .....	2.50- 2.60	Sylvestris .....	nominal
Bois de Rose, Femelle....	10.50-11.00	Rose, Bulgarian... (ounce)	9.00-12.00
Cade .....	1.10- 1.15	Rose, French ... (ounce)	15.00-18.00
Cajeput .....	.80- .85	Rosemary, French .....	1.50- 1.60
Calamus .....	12.00-15.00	Rosemary, Spanish .....	1.10- 1.20
Camphor, Jap, "white"....	.55- .60	Rue .....	4.25- 4.50
Cananga, Java .....	5.50- 5.75	Sage .....	5.25
Cananga, Java, Rectified..	6.00- 6.25	Safrol .....	1.00-
Caraway Seed .....	2.75- 3.25	Sandalwood, East India..	11.00-11.50
Cardamon .....	22.00-25.00	Sassafras, artificial .....	.75- .85
Carvol .....	10.00-11.00	Sassafras, natural .....	1.90- 2.00
Cassia, 75-80% Technical.	1.65- 1.70	Savin, French .....	6.25- 6.50
Cassia, Lead free.....	1.85- 1.90	Snake Root .....	24.00-25.00
Cedar Leaf .....	1.60- 1.65	Spearmint .....	10.50-11.00
Cedar Wood .....	.65	Spruce .....	.90- 1.00
Celery .....	20.00-22.00	Tansy .....	7.50- 8.00
Cinnamon, Ceylon .....	27.00-28.00	Thyme, French, red.....	1.85- 1.90
Citronella, Ceylon .....	.70- .75	Thyme, French, white....	2.00- 2.25
Citronella, Java .....	1.30- 1.35	Thyme, Spanish, red....	1.85- 2.00
Cloves, Bourbon .....	3.00- 3.25	Vetivert Bourbon .....	13.50-14.00
Cloves, Zanzibar .....	2.35- 2.50	Wintergreen (genuine	
Copaiba .....	.85- .90	gaultheria) .....	nominal
Coriander .....	40.00	Wormseed .....	9.25- 9.75
Croton .....	1.25- 1.50	Wormwood .....	13.00-13.50
Cubebs .....	7.75- 8.00	Ylang-Ylang, Manila .....	35.00-40.00
Cumin .....	9.00-10.00	Ylang-Ylang, Bourbon....	16.00-18.00
Erigeron .....	7.00- 8.00		
Eucalyptus, Aus, 70% .....	.65- .75		
Fennel, Sweet .....	2.75- 3.00		
Geranium, African .....	9.50-10.50		
Geranium, Bourbon .....	8.50- 9.50		
Geranium, Turkish (palma			
rosa) .....	4.75- 5.00		
Ginger .....	8.00- 8.50		
Gingergrass .....	3.25- 3.50		
Guaiac (Wood) .....	6.00- 6.25		
Hemlock .....	1.00- 1.25		
Juniper Berries, Rectified.	4.75- 5.00		
Lavender, English .....	24.00		
Lavender, Fleurs .....	11.00-11.50		
Lavender, Spanish .....	2.50- 3.00		
Lemon .....	1.25- 1.30		
Lemongrass .....	3.50- 3.75		
Limes, Distilled .....	2.00- 2.25		
Limes, expressed .....	7.50- 7.75		
Linaloe .....	7.00- 7.50		
Mace, distilled .....	1.50- 1.60		
Mustard, genuine .....	27.00-30.00		
Mustard, artificial .....	4.75- 5.00		
Neroli, petale "Bigarde"....	150.00		
Neroli, Bigarde .....	125.00		
Nutmeg .....	1.60		
Opoponax .....	nominal		
Orange, bitter .....	7.50- 8.00		
Orange, sweet, West Ind.	6.00- 8.00		

Diphenylmethane .....	2.25-2.50
Diphenyloxide .....	2.00-2.50
Ethyl Cinnamate .....	8.00-10.00
Eucalyptol .....	1.25- 1.30
Eugenol .....	5.25- 6.00
Geraniol, domestic .....	4.00-4.50
Geraniol, foreign .....	5.00- 5.25
Geraniol from citronella..	4.75- 5.00
Geranyl Acetate .....	8.00
Heliotropin, domestic .....	5.25-5.75
Indol, C. F. .... (oz.) .....	20.00
Iso-Butyl-Salicylate .....	nominal
Iso-Eugenol .....	9.25-12.00
Linalool .....	13.00-13.50
Linalyl Acetate .....	9.50-10.00
Linalyl Benzoate .....	nominal
Methyl Anthranilate .....	12.50-14.00
Methyl Cinnamate .....	8.25-9.50
Methyl Heptenone .....	9.00-11.00
Methyl Heptene Carbon...	125.00-140.00
Methyl Paracresol .....	16.00-25.00
Methyl Salicylate .....	.75-80
Mirbane, rect. drums....	.19-21
Musk Ambrette .....	90.00-110.00
Musk Ketone .....	55.00-60.00
Musk Xylene .....	13.00-15.00
Nonylic Alcohol .....	nominal
Phenylacetaldehyde .....	30.00-40.00
Phenylethyl Alcohol .....	35.00-45.00
Phenylacetic Acid .....	10.00-15.00
Rhodinol, domestic .....	nominal
Rhodinol, foreign .....	25.00-30.00
Skatol, C. P. .... (oz.) .....	57.00
Terpineol, C. P., domestic	1.40- 1.50
Terpineol, C. P., imported	nominal
Terpinyl Acetate .....	3.50-3.75
Thymol .....	11.50-12.00
Vanillin .....	.95- 1.00
Violet, artificial .....	14.00-18.00

## BEANS

Tonka Beans, Para .....	1.10-1.15
Tonka Beans, Angostura..	1.75-2.00
Vanilla Beans, Mexican..	4.25-5.50
Vanilla Beans, cut .....	3.25-3.50
Vanilla Beans, Bourbon	
whole .....	2.75-3.25
Vanilla Beans, Bourbon	
cut .....	2.50-3.00
Vanilla Beans, Tahiti yel-	
low label .....	nominal

## SUNDRIES

Alcohol, cologne spirits,	
gallon .....	6.00- 7.00
*Ambergris, black .. (oz.)	8.00-12.00
Ambergris, gray .....	27.50-30.00
Chalk, precipitated .....	.04-10
Civet, horns .....	3.00- 3.25
Lanolin hydrous .....	.15-20
Lanolin anhydrous .....	.20-25
Menthol .....	7.45-7.50
*Musk Cab., pods. (oz.) ..	18.00-20.00
Musk, Cab., grains. (oz.) ..	28.00-30.00
Musk, Tonquin, pods (oz.)	35.00-40.00
Musk, Tonquin, grains (oz.)	40.00-60.00
Orris Root, Florentine,	
whole .....	.15-17
Orris Root, powd. & Gran.	.20-30
Rice Starch .....	.20-25
Talc, Italian..... (ton)	50.00-55.00
Talc, French .....	35.00-45.00
Talc, domestic..... (ton)	18.00-20.00
*Nominal.	

## THE MARKET.

(Continued from page 270)

industry, nearly two years after the war technically ended, is almost as far as ever from being able to meet ordinary demands of consumption.

To an extent the failure of European supplies for American markets is offset by the greater conservatism that for several months has marked the operations of the trade on this side. In fact, so great has been the contraction of buying power that the almost constant advance that marked the course of prices up to a few months ago, has been displaced by a declining tendency that has unsettled market values to an extent which makes it difficult, if not impossible to print quotations that will afford an accurate guide to the buyer. Prices in many instances are influenced by the extent of the pressure on the buyer, of his immediate financial necessities. Those holders who are able to obtain required money accommodations from banks, are not inclined to meet the market as established by their needy competitors, confidently believing that before long the equilibrium between supply and demand will be reestablished and that, due to the shortage of production, prices must eventually resume their upward course.

## Vanilla Beans.

While consumption of vanilla beans has continued at a rate far above normal, by comparison with conditions prevailing during the first half of the year the market has for several weeks past presented a dull appearance. In the case of Bourbon beans the market is recovering from a remarkable slump that occurred about a month ago, as a result of manipulation employed by certain large operators in France, whose reputed purpose was to make a market on which they could buy new crop to advantage. The plan, however, had an outcome different from what had been intended, since it brought, as a result of the very low prices established, a heavy demand from all consuming countries, including the United States, which forced the operators for a decline to hastily abandon their position. Lately the French market has had a sharp upward inclination, last cabled quotation being 10 to 15 francs above the low point of late August. One influence contributing to this result, was the renewal of purchases for Germany. That country, until recently, has maintained a ban against imports of certain commodities, including vanilla beans, that were not admitted by the government, to be essential. This prohibition in the case of vanilla, at least, has now been removed. Other European countries that had prohibited the employment of vanilla beans as a flavor because of its tendency to increase the consumption of sugar, have also removed or lightened the restriction, so that a very considerable volume of new demand for the beans has been created.

Our market has followed the fluctuations in France, but while current prices for Bourbon vanillas here are decidedly higher than those effective a week or two ago, they still are much under the level of quotations prevailing in early August.

According to advices received from authoritative sources in Mexico the 1920-21 crop of that country promises to be of poor quality, with short length beans preponderating, owing to the lack of rain. The current season's crop having been of exceptionally good quality is commanding very full prices, notwithstanding less favorable market conditions.

## Cold Sympathy.

A man died owing a Missouri editor six years' unpaid subscription to the paper. The editor did not send any flowers. He attended the funeral and placed a palm-leaf fan and a block of ice on the casket.

## A Good Help in Selling End.

(From J. E. Stanion, with C. B. Woodworth & Co., Dallas, Texas.)

Remitting very willingly. Your publication is a source of information and a good help in the selling end of the game.

## FOREIGN CORRESPONDENCE.

(Continued from page 270)

respect to wages, salaries, and bonuses, which were nearly £20,000 above the previous year's figure.

## GERMANY.

PERFUME PRICES.—German makers of synthetic perfumes state that, in consequence of the high cost of production, the prices charged for the home market are already higher than those quoted by foreign makers, and the extra levy of 8 per cent export tax renders all foreign business impossible.

PERMANENT EXHIBITIONS AT COLOGNE.—Cologne is planning to inaugurate a permanent exhibition, known as "Musterschau," mainly for raw material and half-manufactured goods. It is intended that special exhibitions will be held periodically. Two large halls of iron construction, 4,000 and 7,000 square meters, respectively, are in the course of erection, to which smaller buildings will be added according to requirements.

## ITALY.

The Italian olive-oil tree suffered severely during August from the excessive dryness and heat, and in some cases there was a sensible fall of the fruit, whereas in others very mediocre olives were produced. Such cases were not, however, general, and the new crop has every indication of being good, the more so that the abundant rains that followed towards the end of the month have certainly saved the plants from further misfortunes.

## JAPAN.

BRUSH MANUFACTURERS ORGANIZE.—At the inaugural meeting of the recently organized Wooden Brush Manufacturers' Association (Shoeki Kai) in Japan, plans were made to build a department store for brushes and brush materials, but for the time being, and as a first step, it was decided to hold a semi-monthly auction of brushes and materials similar to the one now held monthly in Osaka. About the same time the Shaving Brush Manufacturers' Association (Mosai Kai) organized for the purpose of improving existing conditions and meeting the requirements of certain importing countries as to disinfection. An advance of 30 per cent in the selling price of shaving brushes was agreed upon.

## PERSIA.

EXPORTS TO THE UNITED STATES.—The total value of exports from the Teheran consular district to the United States during 1918 and 1919, were \$390,117 and \$1,644,153, respectively. Exports of gum tragacanth rose in value from \$5,798 in 1918 to \$45,285 in 1919.

## SWEDEN.

PROHIBITION RAISED ON EXPORTS.—The prohibition of the export from Sweden of the following articles has been rescinded as of May 12: Terpineol, safrol and menthol; heliotropine, cumarine, musk, and other unspecified scented substances, natural or artificial, for use in the manufacture of perfumery, not being essential vegetable oils; rose and orange waters.





## THE SELLING FIGHT IN THE SOAP TRADE.

The new sales policy of the Procter & Gamble Co., in eliminating the jobber and selling direct to the retailer, is being watched with intense interest, not only by those now affected, but by other manufacturers.

One of the latest developments is the entry into the arena of J. M. Fly, of the Fly & Hobson Co., one of the largest wholesale grocery concerns in the South, who has set out to prove the present distribution system to be an efficient one. Mr. Fly was moved in his decision to accept the challenge by the knowledge that should the Procter & Gamble experiment be successful, other manufacturers will in turn follow the example, resulting virtually in a gradual elimination of the wholesale grocer.

Instructions to the sales force of the Fly & Hobson Co., announce that the company has accepted the defi of the soap manufacturing concern and Mr. Fly has issued the following letter to grocery salesmen in general:

"After a six months or more try out of direct to retailers' sales in the New England States Procter & Gamble, one of the largest and oldest soap manufacturers, have 'eliminated the jobber' entirely, and gone direct to the retail trade all over the country.

"This means much more to us, to every other wholesale grocer wherever situated, and to grocery salesmen, than a mere change of selling methods on the part of one manufacturer.

"It means that the very existence of the wholesaler is at stake, as the issue involves the keenest interest on the part of all manufacturers, and if successful, the wholesalers' position will be considerably weakened in every respect, to say the least.

"Considering that P. & G. are not only the largest soap people in this country, with established brands, very popular with consumers, and heretofore highly regarded by wholesalers, it is of vital interest to know why this change of policy after these many years of profitable relations.

"In short, it is the opinion of the writer that P. & G. no longer value the services of the wholesale grocery salesmen and regarded his efforts towards giving them a sufficient volume unsatisfactory, as a whole.

"By this move P. & G. clearly indicate beyond doubt that in their judgment the sales organization of all wholesalers is weak, puny, and inefficient, and therefore wholly incapable of selling soap without the help of soap-specialty salesmen. And the worst part is that they are not so far from right. Moreover, their experience is ample to grant they must know what they are doing.

"For years the writer has contended the average jobber has been weak in the selling end, largely dependent upon price competition, lacking essential technical training and knowledge necessary to real results.

"The average grocery salesman depends entirely too much on personal appeal, friendship, cut prices, liberal credits, special privilege, and a cordial relation between the customer and the house, and while all these factors are parts contributing as a whole towards results, the big thing lacking has been systematic efforts with right selling methods, based primarily on a better knowledge of grocery values, rather than prices.

"Salesmanship is a highly specialized talent acquired by long training, careful reading, plenty of study, and the application of fundamental laws that must govern all sales, either consciously or unconsciously.

"We know first, that a sale takes place in the mind of the customer as a result of a salesman's efforts to create a desire for the article offered. A salesman is a seller of ideas and thoughts, therefore; the first step of selling is to gain favorable attention; the next the creation of a desire to buy or accept the ideas of the salesman; the next, action is the mutual agreement as to details, and last, prices. Prices always come last.

"Notwithstanding that failure hangs upon the results, how many salesmen have you heard approach a buyer with a question that actually prompts a negative answer? For example, 'Do you need anything in my line today?' or, 'I have some mighty close prices,' or, 'I'd like mighty well to sell you some goods today.'

"Is that getting favorable attention or putting the buyer in the right frame of mind to listen? On the contrary the appeal is made to do a favor and the average buyer is not inclined to do business that way.

"On the other hand, the very fact that salesmen are always clamoring for a leader proves a desire to have something that will attract favorable attention and start an order.

"It is suggestive that something definite and specific is needed rather than the do-you-need-anything stuff that begins and ends nowhere.

"Then take the salesmen who must have prices; must be in line; must fight hard competition, etc., etc. Where does he get with just prices for ammunition? People do not buy prices, else there would be no need of salesmen, and what is quality if you do not appreciate it? There's a difference, and a wide one, in even sugar. And if you don't know goods and differences, how can you create a desire to buy them?

"And if you think you do know goods, try and write a short, snappy ad describing the vital selling points that appeal, and see where you land. Space is too limited to mention the don'ts in salesmanship, but the writer hopes you will take a mental inventory and restock on a basis of what you find that you've got.

"P. & G. don't think you can deliver what you think is the burning question. Answer it in results."

Lever Bros. Co., according to statements made before the Canadian wholesale grocers' Association, does not agree with Procter & Gamble on this subject. J. E. Ganong of the Lever Company, is quoted as having said at the convention:

"When we first put our lines of soap on the market it was the custom to sell direct to the retailers. It did not take us long to find out, however, that by selling to the wholesaler we could not only distribute our lines cheaper, but better than by selling direct to the retail trade. We, therefore, adopted that method, but we still have a number of old customers in the retail trade who have been good friends to us ever since our goods were first put on the market. We still sell to these people because we find it very difficult to cut them off. These old friends are gradually being weeded out and no new accounts are now being taken on. I cannot promise that we will sell exclusively to the wholesale trade, when I know it would be impossible to carry it out to the letter on account of still having some of these old accounts on our list. I can state, however, that our policy since last year is to distribute our lines exclusively through the wholesale channels and no new retail accounts have been taken on."

### UNSAPONIFIABLE MATTER IN RAW MATERIAL.

*Determination of unsaponifiable matter in the raw material for the manufacture of soaps.* HERBIG.—The author proposes the following modification of the Goldschmidt method for the determination of unsaponifiable matter: When two extractions are made the first one should be carried out with 100 ccm and the second with 50 ccm ether, but in case of three or four extractions 25-30 ccm ether are sufficient for the second and the following one. Tests made with three and two, four and three and four and two extractions confirmed that the coloring of ether extract is no absolute indication that some unsaponifiable matter is still present. In the cases mentioned the per cent contents corresponded, while the last extraction was still colored. The coloring substances are not to be considered as unsaponifiable matter. The author concludes that two extractions are sufficient under certain conditions, but that certain kinds of fats have to be extracted three or four times. The first extraction generally shows, whether two or more are necessary.—*Seifenfabrikant* 1919, vol. 39, p. 174.)

### A REAGENT FOR THE DETERMINATION OF FREE ALKALI IN SOAPS.

The reagent most generally used at the present time is Phenolphthalein in a 1 per cent. alcoholic solution, a few drops of which, applied to the surface of soap, cut just before making the test, will produce pale red spots which will turn bright red more or less quickly, according to the amount of free alkali contained in the soap.

This is an extremely sensitive reagent which will turn bright red instantaneously, if the material contains only a few one-thousandth parts of free alkali, and in such cases it absolutely fails to indicate whether the actual amount of free alkali is relatively more or less considerable.

For "half-boiled" soaps, for instance, it would be expedient to have a somewhat less sensitive reagent, for use as an available means for determining quickly whether the excess of alkali always contained in this kind of soap is not excessively large.

A 5 per cent. aqueous solution of Perchloride of Mercury<sup>1</sup> (common sublimate) is an efficient reagent available for the aforesaid purpose. This reagent will produce a red precipitate in a weak solution of caustic soda, and a yellow precipitate in a strong solution.

In the presence of carbonate of soda, even in concentrated solution, the precipitate will be red, similarly as in a weak solution of caustic soda.

If a few drops of 5 per cent. solution of corrosive sublimate are applied to the surface of soap, cut just before making the test, this reagent will produce red spots in the presence of carbonate of soda in excess, or of a very slight excess of caustic soda. The development of these spots is sufficiently slow to allow of making an approximate estimate of the excess of free alkali contained in the soap.

In the presence of a large excess of caustic soda, the color of the spots is canary yellow and they will appear almost instantaneously. However, their color will change at the end of a few minutes, when they will take on a reddish brown tint (or turn even to a bluish shade in the

presence of silicate of soda). In accordance with the proportional amounts of the constituents, and with a little practical experience, a foreman soapmaker will be able to manage the boiling of a soap paste batch with the same accuracy as if he were constantly making analyses of the paste, and in the case of "half-boiled" soaps, it will be possible for him to prevent too large an excess of caustic soda, while still retaining in the batch the required excess amount of carbonate of soda.—Charles Foex, *Chemical Engineer, in Les Matieres Grasses.*

### THE CATALYTIC HYDROGENATION OF FATS BY PALLADIUM.

F. F. Nord (*Z. Ang. Chemie*,<sup>1</sup> 1919, 32,305; *J. Soc. Chem. Ind.*,<sup>2</sup> 38, 913, Vol. for 1919) points out that in practical operation it has proven to be necessary to modify the process used for the hydrogenation of fats in acid solution by palladium chloride and a protective colloid. Hydrogenation of fats by colloidal palladium cannot be effected, because palladium is disengaged at high temperatures in the form of a flocky mass, while it is a difficult matter to keep the fats in homogeneous solution, although this has been effected in the case of olive oil, by using a larger amount of alcohol (which makes the process too expensive). Recent experiments have demonstrated, however, that a small quantity of an emulsifying agent may be substituted for the solvent. Although in the case of hydrogenation of Japan fish oil somewhat better results were obtained with the use of alcohol in substitution for gum arabic, the advantage gained was not sufficient to make up for the cost of the alcohol.

Good results are obtained with the use of gum arabic in the proportion of about 0.002 per cent. of the weight of the fat. Gum tragacanth is a much less effective emulsifying agent. A method for preventing the palladium from being disengaged in the form of a flocky mass, consists in heating the mixture which to be hydrogenated, before the hydrogen is fed into it. Peanut oil ("arachis oil"), soy oil, rape oil, etc., may be readily converted into fats containing slight traces of iodine by hydrogenating them with the use of this process. When castor oil is hydrogenated in the presence of hydrochloric acid, the product is a solid fat, while the two hydroxyl groups of the "hydroxylated"<sup>3</sup> acid present are eliminated. This method has not given satisfactory results when applied to the hydrogenation of Japan fish oil, inasmuch as the products obtained were merely semi-solid. In the case of this oil, the addition<sup>4</sup> is hampered by adding hydrochloric acid, and hydrogenation is effected to the best advantage in a practically neutral solution. The products thus obtained from Japan fish oil were fats of a gray color, containing traces of iodine ranging between 22.8 and 30.4 and having an odor somewhat similar to that of cocoa butter.—*Les Matieres Grasses.*

Translator's notes:  
<sup>1</sup>"Zeitschrift für angewandte Chemie" (Journal of Applied Chemistry).

<sup>2</sup>"Journal de la Société de Chimie Industrielle" (Journal of the Society of Industrial Chemistry).

<sup>3</sup>Literal translation of the French term "hydroxyle" unfamiliar to us.

<sup>4</sup>Literally rendered. Should probably read "hydrogenation."

### German Soap Import Rules Cancelled.

Restrictions on the import of oils, fats and soap have been abolished in Germany.

Translator's notes:

<sup>1</sup>Or bichloride of mercury, mercuric chloride.

## MAKING SOAPS BY THE SEMI-BOILED METHOD

Replying to a question recently addressed to me in regard to the manufacture of a product similar to the English Sunlight Soap by the semi-boiled method, I would like to point out that the production of such soaps in a like or similar composition by the mentioned process has to be considered impossible, if resin, one of the constituents of the Sunlight Soap, is used. The addition of resin is without importance and may well be dispensed with, if it is not specifically needed to improve the lathering power of the soap, which may have been reduced by the lack of cocoanut or palm-oil.

Assuming that there is no lack of materials the following method may be recommended for the manufacture of a product resembling grained soap by the semi-boiled process. A mixture of equal parts of cocoanut or palm-oil and animal fat, for instance beef tallow, is treated with caustic soda solution of 38-40° Bé in such a manner that one weight part of lye is used for every two weight parts of fat or oil. The mixture of fat and oil may then be melted and reduced to a temperature of about 40° Bé by cooling. If only cocoanut or palm-oil is used the reduction of the temperature of the oils to 24-30° Bé (30-38° C) appears advisable.

Before the oils and fats are weighed they should be filtered in melted condition through a linen cloth stretched over a wooden frame, so as to remove possible impurities. After the oil or fat mixture has been placed in a suitable boiler the caustic soda lye, which has been carefully weighed, is introduced in a thin jet and evenly stirred into the liquid fat with the aid of a wooden paddle. If it is intended to add color soluble in water this addition should be placed into the boiler before the lye is permitted to flow in. After the entire quantity of the lye has been added the mixture is stirred until it becomes thoroughly homogeneous and begins to thicken. Then the stirring boiler is tightly covered and hung into a second boiler containing hot or slowly boiling water. The external action of the boiling water on the contents of the boiler accelerates the self-heating process and the complete saponification. Gradually the mixture in the boiler becomes more and more transparent and this may be taken as a sign of perfect saponification. In this condition the soap is stirred a few times more with the paddle and then poured into iron or wooden frames lined with sheet zinc and permitted to solidify.

The normal course of the saponification process described above is only assured by the use of neutral fats which contain no free fatty acids, or only minimum quantities of them. If the free fatty acid content of the oils and fats amounts to 5 per cent or more the introduction of the soda lye may at once cause the formation of lumps and rapid solidification, so that the rest of the lye cannot be added. Oils and fats containing a large percentage of free fatty acids are easily recognized by their rancid smell and taste and cannot be used for the manufacture of soaps by the cold or semi-boiled process. The same trouble would be experienced with an addition of resin because the resin consists only of acids and does not represent a fat. This fact is the reason for the assertion made by me in the introduction of this article; that the manufacture of a soap with a resin addition by the semi-boiled

process does not seem possible. The use of resin will have to be dispensed with in the production of soaps by the semi-boiled method.

However, if a soap is desired which resembles the Sunlight Soap at least in appearance this may be accomplished by the use of coloring matter soluble in water. Good results are obtained with orange and a small addition of brown. The exact quantities of the colors to be used would have to be determined by practical experiments.

Neutral fats and oils also may easily be deoxidized, provided their free fatty acid content is not so high as to make the deoxidation unprofitable. With the aid of a small laboratory arrangement and a simple method it is possible to determine the acid content of neutral fats quickly and exactly. It is then only necessary to treat the neutral fat or oil in melted condition with a quantity of strong caustic soda solution which is sufficient for the saponification of the fatty acid content ascertained by the test. In this manner a pure, neutral fat is obtained which may be readily saponified by the cold or semi-hot method.

Assuming that, for instance, a fatty acid content of 10 per cent has been determined the oil or fat is placed in a boiler and melted by heating. Then a 5-6 per cent solution of caustic soda solution of 38° is stirred in, until the mixture becomes milky and cloudy. The mixture is left standing quietly one to two hours and then thoroughly heated, after a few pails of brine of 20° have been added. In the meantime the free fatty acid has become saponified. A part of it is found in the form of soap lather on the surface of the purified fat and the other part forms a sediment with the brine. The surface is then skimmed off and the residues may be used for soap making, while the deoxidized and purified fat is set aside for future use.

In previous years the writer often treated quantities of cocoanut-oil in this manner without any preliminary examination before their use for the manufacture of soaps by the cold method. The soaps obtained by this treatment were always very stable and pure in color. The improvement of the fats and oils by this method is therefore recommended in all cases, provided that the materials can again be obtained in sufficient quantities. In this respect the prospects, however, are still very uncertain.—*Seifen-Industrie-Zeitung*.

### SOAPS FROM NAPHTHENE ACIDS:

The *Chemische Umschau* (Stuttgart) publishes the following extract from an article by N. Hviid which appeared in the periodical *Petroleum* (1920, Nr. 15, p. 45):

The distillates of lubricating oils, as is well known, are treated with sulfuric acid for refining purposes, and then neutralized with lye. As a by-product of this process milky emulsions, the so-called "white waters," are obtained. Generally these emulsions contain 80 per cent water, 16 per cent oils and 4 per cent soap. In 1894 Jefimow succeeded in graining them for the first time with a 15 per cent salt solution. The product was called "Bakusine" and placed on the market. As its dry substances contained 80 per cent unsaponifiable matter it was originally used only as a cheap lubricant, but it soon proved to be a desirable filling material for soaps and

came into great demand, especially in Germany. Jefimow then took up the utilization of the kerosene wastes. These are not milky, but transparent—although dark—after prolonged settling and the removal of the oil. The evaporation and graining of the wastes produced a well lathering, but ill-smelling soap. The offensive odor, however, was almost entirely removed when vegetable oils were used with the waste for the production of solid soaps.

Later the utilization of the alkaline wastes was also taken up by Nobel Brothers, who in 1908 produced over 1,400 tons of soft soaps and smaller quantities of free naphthene acids. Considerable progress was accomplished by the production of well lathering and odorless soaps directly from the crude distillates. A number of iron tanks of a special construction are charged to two-thirds of their capacity with weak soda lye, which is kept at a certain temperature. Into everyone of the tanks enough of the crude distillate is introduced to accomplish the complete saturation of the lye. Then the next tank is treated in the same manner. Each tank may be used up to  $4\frac{1}{2}$  times in 24 hours and the distillate loses  $2\frac{1}{2}$  per cent of its weight. In 1912 Nobel Brothers deoxidized over one million puds of distillates by this method and they obtained nearly 400,000 puds of soap solutions, with about 6.3 per cent naphthene acids. The solution was evaporated and grained as formerly and the product named "Muilonapht," while the free naphthene acids were called "Azidol." An analysis of the soap showed 38 per cent water and 30 per cent unsaponifiable matter in the dry substance. The unsaponifiable oil had the specific gravity 0.9002 and the refractive index 1.4882. The specific gravity of the naphthene acid was 0.9737 and the refractive index 1.4814. The Azidol also showed 30 per cent unsaponifiable matter, with the specific gravity 0.9002 and the refractive index 1.4918, while the specific gravity of the naphthene acid was 0.9702 and its refractive index 1.4825.

Refractory distillates which were acidified with a mixture of monohydrate and fuming sulfuric acid received an addition of alcohol and olein before their treatment with lye. The alcohol later was recovered from the soap by distillation.

According to the patented method of G. Petroff the distillates were preliminarily treated with alcohol or acetone, so as to remove the emulsifiers. The alcoholic extracts turned out to be excellent fat separators.—*Contact Separator, German Patents* 264,785 and 271,433.

#### Norway Firm Begins to Make Potash

The manufacture of potash was begun recently, according to consular reports at Dalen, near Brevik, Norway, by the proprietors of the Dalen Portland cement factory. The latter, which was established in 1916, is capitalized at the equivalent of \$857,600. The new potash factory was originally planned as a means to dispose of the dust created in the process of making cement. It is said that the output of the factory will be about 30 tons per day, and in time will be able to cover a large part of Norway's potash requirements.

#### Soap Cake With Insoluble Core

Krebs (D. R. G. M. 729952) provides a cake of soap with an insoluble core, in order to prevent waste. The core may be of glass, porcelain, aluminium, etc., or the center of the cake may be hollow, the air in the cavity being partly exhausted so that the soap will float.

#### MARKET FOR SOAPS IN SUMATRA.

The United States undoubtedly holds a strong, though not a leading, position in the soap market of the Sumatra East Coast, and the indications are that its position will be much better at the end of the present year, says Consul A. E. Carleton at Medan. Great Britain is the chief source of supply, for Singapore and Penang, which outrank it in the official trade returns, are merely distributing points.

British manufacturers enjoy a tremendous advantage in being able to stock heavily in Singapore and Penang, where immediate deliveries to Medan can be effected. American deliveries are slow and uncertain, but this can be remedied in large measure by American exporters shipping via American boats leaving San Francisco and Los Angeles direct to Singapore with few intermediate ports of call. Deliveries under these conditions ought to be effected almost as quickly as from London.

Holland is but a small competitor in this market. Before the war Germany was a successful bidder for this trade, and some local importers are of the opinion that Germany will in due course again obtain its proportionate share of the business.

The business in toilet soaps for the local traders is not large, since the demand for the higher grades of soap comes almost entirely from the European and the better class of the Chinese. The natives desire a cheap, strongly perfumed soap. The cakes are usually small and wrappers must be attractive; in reality the highly colored container has as much to do with the selling value of soaps as the quality and price of the contents. In one retail shop in Medan American toilet soaps were priced at \$0.48 to \$0.60 gold for one-quarter dozen cakes. These prices compare very favorably with those from other countries.

American toilet soaps are well thought of in Sumatra. America's strongest competitor is Great Britain, and when the relative prices and qualities are taken into consideration there would appear to be no reason why the United States should not only maintain its present position but should increase its exports to this market. The American trade-mark is becoming well known throughout the city of Medan and the several flourishing cities and villages of the hinterland. The popularity of American trade-marks is best evidenced by the increasing "over the counter" sales.

In connection with laundry soaps, Great Britain is the largest supplier, not counting Singapore and Penang. In 1918 the United States held second place and Australia third. In 1919 the United States gave way to Australia. According to local reports, foreign soaps will not increase very materially in the future owing to competition from the Dutch East Indies where large quantities are now being manufactured.

In 1919 the imports of toilet soap were valued at \$39,946, while imports of laundry soap amounted to \$243,655.

#### Vegetable Oil Studies at Washington.

The oil, fat and wax division of the Bureau of Chemistry, Department of Agriculture, has completed studies of the composition of cottonseed oil, tomato seed oil, okra seed oil and hubbard squash seed oil; also a study of the influence of geographic source of seed on cottonseed oil. Reports on these subjects have been issued by George S. Jamieson and Walter F. Baughman. They are now working on peanut oil.

#### Wool Fat from South Africa.

In continuation of the investigation of crude wool fat manufactured in South Africa a trial consignment of about two tons of the material was recently forwarded to the Imperial Institute in England for sale. This consignment was disposed of at \$250 per ton to a firm of manufacturing chemists, who have reported that it is equal to the crude wool fat produced in the United Kingdom, and quite suitable for the preparation of lanoline.



## SOAP EXPORTS FROM UNITED STATES.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in July, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Belgium, \$838, (\$14); Denmark, \$838, (.....); France, \$..... (\$43,910); Germany, \$1,196, (\$40,947); Greece, \$962, (\$151); Iceland and Faroe Islands, \$115, (\$.....); Italy, \$3,335, (\$142); Netherlands, \$1,113, (\$45); Norway, \$3,254, (\$9,042); Poland and Danzig, \$4,979, (\$49,284); Russia in Europe, \$....., (\$28,005); Spain, \$1,392, (\$225); Sweden, \$28, (\$7,820); England, \$31,810, (\$112,487); Bermuda, \$260, (\$143); British Honduras, \$721, (\$2,202); Canada, \$22,109, (\$71,914); Costa Rica, \$1,709, (\$574); Guatemala, \$4,128, (\$35); Honduras, \$2,449, (\$6,423); Nicaragua, \$1,988, (\$5,646); Panama, \$11,060, (\$16,631); Salvador, \$3,074, (\$88); Greenland, \$....., (\$448); Mexico, \$30,659, (\$391,165); Newfoundland and Labrador, \$3,278, (\$7,983); Barbados, \$22, (\$.....); Jamaica, \$1,286, (\$448); Trinidad and Tobago, \$271, (\$850); Other British West Indies, \$378, (\$5,494); Cuba, \$33,444, (\$105,504); Virgin Islands of U. S., \$443, (\$2,083); Dutch West Indies, \$894, (\$364); French West Indies, \$....., (\$250); Haiti, \$2,000, (\$26,186); Dominican Republic, \$8,248, (\$26,605); Argentina, \$30,317, (\$5,466); Bolivia, \$2,122, (\$2,057); Brazil, \$1,907, (\$4,749); Chile, \$12,388, (\$11,994); Colombia, \$4,501, (\$2,578); Ecuador, \$1,538, (\$13,142); British Guiana, \$8, (\$.....); Dutch Guiana, \$17, (\$1,314); French Guiana, \$....., (\$77); Peru, \$18,914, (\$561); Uruguay, \$345, (\$3,621); Venezuela, \$5,653, (\$59); China, \$17,130, (\$25,909); Chosen, \$....., (\$6); British India, \$30,352, (\$184); Straits Settlements, \$9,411, (\$.....); Other British East Indies, \$1,466, (\$.....); Dutch East Indies, \$516, (\$2,733); French East Indies, \$79, (\$145); Hongkong, \$6,406, (\$874); Japan, \$2,634, (\$169); Russia in Asia, \$....., (\$92); Siam, \$165, (\$18); Turkey in Asia, \$181, (\$280); Australia, \$5,986, (\$3,750); New Zealand, \$10,560, (\$5,045); Other British Oceania, \$42, (\$.....); French Oceania, \$128, (\$378); Philippine Islands, \$22,063, (\$99,514); Belgian Congo, \$50, (\$40); British West Africa, \$100, (\$14); British South Africa, \$8,488, (\$215); Canary Islands, \$345, (\$.....); French Africa, \$15, (\$9); Liberia, \$290, (\$.....); Portuguese Africa, \$844, (\$15); Egypt, \$....., (\$300); Total, \$372,404, (\$1,148,416).

## LEVER BROS. ABSORBS PEARS.

Lever Bros. Ltd., who in 1914 acquired 150,000 ordinary shares in A. & F. Pears, Ltd., in connection with the re-arrangement of the capital of the latter company then effected, have made an offer to purchase the preferred ordinary and preference shares of A. & F. Pears. Holders of the former are offered 7 per cent cumulative preference shares of £1 each and 8 per cent cumulative "A" preference shares of £1 each in Lever Bros., together with a cash payment in lieu of any fractional part of a 7 per cent cumulative preference share in Lever Bros. on the basis of £1 for a complete share, for every eight of their shares. For each £10 6 per cent preference share of Pears there are offered ten 7 per cent cumulative preference shares in Lever Bros. The offer is recommended for acceptance by the directors of A. & F. Pears and the deal has practically been effected.

## Soap Trade in Australia.

Concordant with a notification of the customs department, it is now unnecessary to obtain permits for export of soap from Australia, unless the destination is a country regarding which there is a general restriction of exportation. Total exports of soap from the Commonwealth for the first nine months of the fiscal year 1919-20 were valued at \$712,583, compared with \$572,304 of the same time in 1918-19, while imports to the Commonwealth increased from \$125,796 in the July-March term of 1918-19 to \$428,137 in the July-March term of 1919-20.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

been excessive, while the continued pressure to sell forced prices here to such a low point that for more than two months this market has been so much below the cost to import, that shipments from the Orient have been completely held up. The consequent improvement of the technical position of American markets, is reflected by the firmer tone now prevailing, notwithstanding the still sluggish current of domestic trade.

The coconut oil situation is dominated by one large interest which controls the bulk of the available supply on the Pacific coast, and consequently while buying for manufacturing consumption is on a very conservative scale, prices fluctuate, if at all, within narrow limits. Over speculation in palm oil has had a demoralizing effect upon that market. A heavy accumulation of stock on the spot here, representing direct importations, has deeply depressed prices, and lack of importation demand increases the weak feeling in selling quarters. In spite of all present deterrent conditions, however, there is widespread in oil trade circles a feeling that the worst has been seen and that the fall season will witness a substantial revival of business in this department.

## Industrial Chemicals.

So much of uncertainty exists as to what the future holds and so discouraging are the conditions at present surrounding business that the reticence of manufacturing consumers of industrial chemicals grows more pronounced as the season, when normally business should be expanding, enters upon its first stage. It is an axiom of business not to buy on a declining market, and as there is as yet no indication that a limit to the downward movement of prices has been reached there appears to be no inducement strong enough to change the hand-to-mouth policy of domestic buyers and upon them sellers have to depend for an outlet for their products since large foreign demand failed. At this time of the year manufacturers, ordinarily quote prices at which they are prepared to book orders for future delivery, but nothing or next to nothing of the sort is now being done because no encouragement in the way even of inquiry for terms, is forthcoming from buyers. In manufacturing quarters the sentiment prevails that a turn for the better is not far off, though nothing more tangible as a basis for it exists, apparently, than the more hopeful feeling that has of late crept into the public statements of leading financiers and industrial magnates. It is generally conceded that before any substantial revival of business can occur there must be a return to more normal financial conditions. That this is being brought about in part, at least, by the gradual elimination of the profiteering speculator by the refusal of the banks to extend the credits necessary for the continuance of his operations, is held to be a foregone conclusion. Moreover, notwithstanding the lingering unrest in the labor world there are increasing evidences of a disposition to speed up of production, which is admittedly a most essential development precedent to the return of normal business conditions.

## Swedish Soap Trade Trust Dissolved.

The fusion of interests which hitherto existed between all the Swedish soap manufacturers has now been dissolved and free competition has begun, with the result that the prices of all kinds of soap have been considerably reduced.

## Levers Get Big Oil Concerns.

Lever Bros., Ltd., have just taken over three of the largest coconut-oil concerns in the Philippine Islands—namely, the Visayan, Risa, and Philippine Refining Companies. The new corporation has a capital of \$10,000,000, and bears the title of the Philippine Refining Corporation.

## Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW.

Latest sales of New York special tallow were made at 10c. per lb., with melters demanding more money, but accepting the prevailing price for fair sized lots.

The markets of the middle west and Chicago are considerably higher than ours, causing tallow to be taken from interior points which usually forward to New York and vicinity to go to middle west and western points; yet notwithstanding this unusual condition of things, which is diverting considerable quantities from this market, prices here do not advance. Sooner or later an equalization must take place, for which reason any decline in New York special tallow need not be looked for, but most likely a fair advance will soon take place, aided by the stronger markets for edible fats such as lard and cottonseed oil.

Probably it would have taken place already were not sales of soap so slow, and had not purchases of Australasian and South American stock—largely, of high grade and at pretty good prices for spot and forward delivery, with sufficient offerings of palm oil—given buyers confidence.

TOBIAS T. PERGAMENT.

September 16, 1920.

### GLYCERINE.

(Written Specially for This Journal)

Shortly after our letter of August 16, the price for Chemically Pure Glycerine was raised to 28½c. in bulk, and has remained at that figure ever since; of course, this does not mean that there has not been some discounting of the price, but on the whole, the makers have been very firm, and unless the business was particularly large and attractive the price was not reduced. The consumption through the summer has been very good, but consumers undoubtedly had some reserve stocks, which they have called upon in an effort to minimize the demand, and, if possible, cause a decline in price, but the effect sought has hardly been realized. The consumption in the manufacture of soft drinks and tobacco has been steadily increasing, and many new uses have been found for the article. Dr. M. de Groote, of the University of Pittsburgh, delivered an address at the convention of the American Chemical Society on the 8th inst., and spoke strongly in favor of substituting glycerine for alcohol in flavoring extracts, saying that the glycerine not only made a better but also a cheaper extract. The importance of the increasing consumption in this direction must not be lost sight of. Unless the stocks of foreign glycerine which are available for shipment to this country are larger than is now indicated, it looks as though we may be confronted with a shortage here before long, especially when the powder manufacturers again enter the market.

City Special Tallow is unchanged at 10c., loose, and Fats and Oils are practically at the lowest point reached on the recent decline, so that the soapmaker, if sufficiently busy, is particularly favored by the high price which he can obtain for his byproduct, but, apparently, the manufacture of soap is still very much restricted.

New York, Sept. 15.

W. A. STOFFORD.

### VEGETABLE OILS.

Anticipations of a revival of business to follow Labor Day that were generally entertained at the end of last month by handlers of soap-making oils, have failed so far of realization, although there is a better undertone to the market now than at any time within the past two months. Whatever strength the situation may have gained is attributed to the gradual cleaning up of weak holdings. Such stocks have not all gone into consumption by any means. They have passed to owners who are much better placed, financially, to hold them, than were those whose inability to obtain further advances from the banks, forced them to sacrifice their goods in order to avoid incurring much heavier losses. In the case of soya bean oil, the losses accepted to the present by successive holders of superfluous stock, have

(Continued on preceding page.)

### SOAP MATERIALS.

#### Tallow and Grease.

Tallow, New York, Special, 11c. Edible, New York, 14c. Prime Packers, Chicago, 13½c. Edible, Chicago, 14½c. Yellow grease, New York, 9½-9¾c. Brown grease, New York, 8¼-8¾c. Yellow grease, Chicago, 9-9½c. Brown grease, Chicago, 8¼-9c.

Rosin—Savannah, Sept. 15.

Common to good, \$14.00.	I .....	\$14.00
D .....	K .....	14.00
E .....	M .....	14.00
F .....	N .....	14.00
G .....	W. G. ....	14.00
H .....	W. W. ....	14.00
Starch, Pearl, per 100 lbs. ....		\$4.97@ 5.54
Starch, powdered, per 100 lbs. ....		5.12@ 5.69
Stearic acid, single pressed, per lb. ....		22¾c.
Stearic acid, double pressed, per lb. ....		23¾c.
Stearic acid, triple pressed, per lb. ....		26½c.
Glycerine, C. P., per lb. ....	28 @ 28½c.	
Glycerine, dynamite, per lb. ....	28 @ 28½c.	
Soap lye, crude, 80 per cent, loose, per lb. ....	17½@ 17¾c.	
Soap lye, saponification, 80 per cent, loose, per lb. ....	19¼@ 19½c.	

#### Oils

Coconut, edible, per lb. ....	17½@ 18½c.
Coconut, Cochin, E. L., per lb. ....	nominal
Coconut, Cochin, Dom., per lb. ....	15½@ 16½c.
Coconut, Ceylon, Dom., per lb. ....	15 @ 15½c.
Palm, Lagos, per lb. ....	10¼@ 10½c.
Palm, Niger, per lb. ....	9¼@ 9½c.
Palm, kernel, per lb., nominal. ....	15½@ 16c.
Cotton, crude, per lb., f. o. b. mill. ....	10¼c.
Cotton, refined, per lb., New York. ....	13 @ 13½c.
Soya Bean, per lb. ....	13¼@ 13½c.
Corn, crude, per gal. ....	10½c.
Corn, refined, per lb. ....	11.26c.
Castor, No. 1, per lb. ....	16c.
Castor, No. 3, per lb. ....	15½c.
Peanut, crude, per lb. ....	9¾@ 10c.
Peanut, refined, per lb. ....	16 @ 16½c.
Olive, denatured, per gal. ....	\$3.00@ 3.15
Olive, Footh, prime green, per lb. ....	15 @ 16c.

#### Chemicals

Soda, caustic, 76 per cent, per 100 lbs. ....	\$4.40@ 4.50
Soda Ash, 58 per cent, per 100 lbs. ....	2.75@ 2.85
Potash, caustic, 88@92 per cent, per lb. f. o. b. Works .....	25 @ 30c.
Potash, caustic, 70@75 per cent, per lb. f. o. b. Works .....	22¾@ 24c.
Potash, carbonate, 80@85 per cent, per lb. New York. ....	20 @ 22c.
Salt, common, fine, per 100 lbs. ....	nominal
Sulphuric Acid, 60° per cent, per ton. ....	\$17.00@ 18.00
Sulphuric Acid, 66° per cent, per ton. ....	20.00@ 22.00
Borax, crystals, per lb. ....	9 @ 10c.
Borax, granular, per lb. ....	9 @ 10c.
Zinc Oxide, American, lead free, per lb. ....	9½@ 10c.

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Yard, Showing Raw  
Material  
Storage

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you wish  
to order  
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cheerfully sent upon re-  
quest.

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CITRAL PURE

CITRONELLOL (Dextro) and Esters

GERANIOL PURE and Esters

EUGENOL PURE

HELIOTROPIN C. P.

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METHYL ACETOPHENONE

METHYL ANTHRANILATE PURE

RHODINOL PURE and Esters

RESINOL OAK MOSS

TERPENYL ACETATE and other Esters

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Anethol, Roses, Violets, Benzyl Acetate, Oak Moss, Decylic Ether, Etc.

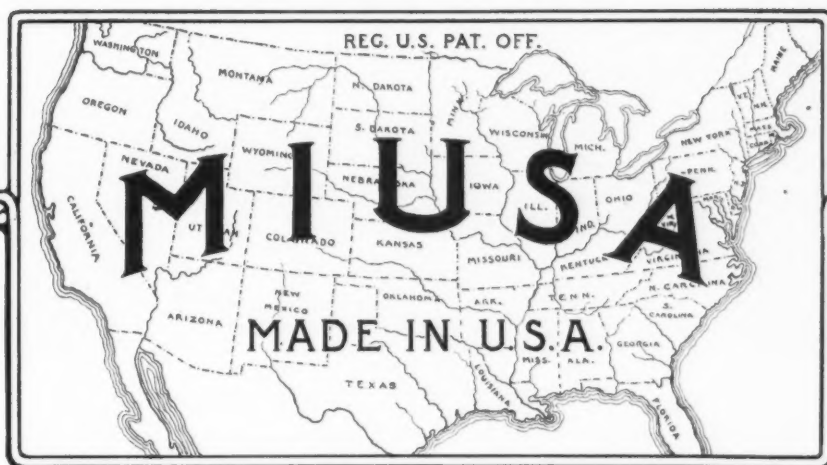
**TERPENELESS ESSENCES**

SOLE U. S. AND CANADA AGENTS

**NATIONAL GUM & MICA C<sup>o</sup>**

12 West End Avenue

New York City



## THIS TRADE-MARK

this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

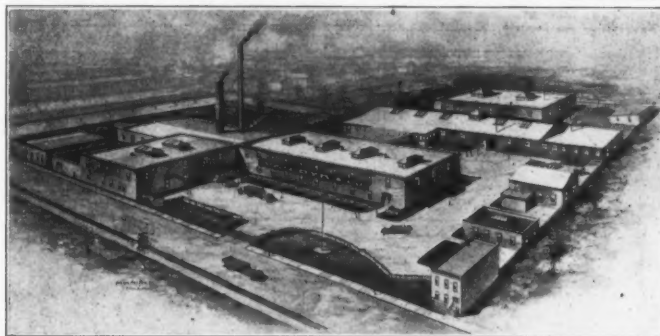
### JACINTHE

(Phenylacetaldehyde)  
Better than now imported

### LILAC "DELTA"

Smells like a bunch of growing  
unpicked white lilacs.

*Write for Samples*



**VAN DYK & CO.** Incorporated 1904

4 & 6 Platt St., New York

: Factory: Jersey City, N. J.



## PRICE

**YOU** agree that quality counts all the time—price some time only—do you not?

## QUALITY

**I**N order to perpetuate *your own brand* you need quality merchandise "Just as good" or "Merely Merchandise" may help you make one sale, but will not repeat. A HAND MADE ROUGE PUT UP NEATLY UNDER YOUR LABEL will mean every sale a silent salesman and every cent invested in advertising a real ASSET.

## SERVICE

**WE** offer you the confidential service of a large modern, scientific and practical Laboratory specializing in machine and Hand Made Rouge, Compact Powder, Lip Rouge, Eyebrow Pencil, Hairtinto, etc. Put up either in our latest style packages, or in boxes supplied by you.

WE SPECIALIZE IN SPECIALTIES.  
SAMPLES and QUOTATIONS on request.

**TRECE LABORATORIES, Inc.**  
134th St. & Willis Ave., New York, N. Y.







By using  
our **JASMIN BLANC**

you will

save money—by using less of the much  
higher priced natural oil.

get full perfume value— It is 100% strong.

obtain colorless creams,

extracts and powders—

It is white and stays white.

It has a companion:

**NEROLI BLANC**

Write today for a sample to:

**DELPHI PRODUCTS**  
INCORPORATED

99 BEEKMAN ST., NEW YORK

Philadelphia Office, 689 Drexel Building

Telephone Lombard 3610

C. H. CAMPBELL, Manager

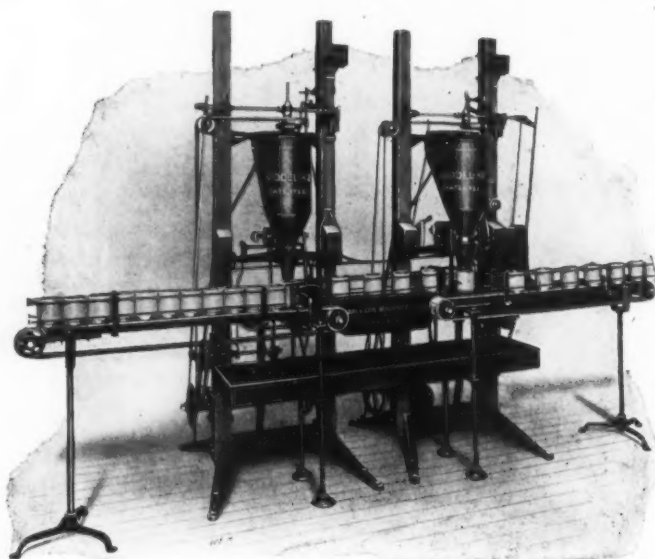
*Agents for the Manufacturers*

**J. MÉRO & BOYVEAU**

GRASSE, FRANCE



## Efficient Packaging of All Toilet and Pharmaceutical Powders



### "American" Combined Automatic Filling, Weighing and Capping Machines

Capacity—18,000 completed packages per day.

Absolutely Accurate in weighing.

No spills or overflows.

Reduces the cost to 1/5 of the present methods of filling.

Two double unit machines can be operated by one girl when necessary.

It pays for itself in a short time—in the saving of labor alone, exclusive of wastage.

Practically no dust when operating at full capacity.

No skilled mechanics required to keep it in constant operating condition.

No long training required for operators.

Can be thoroughly cleaned in a few minutes.

Motor or belt driven.

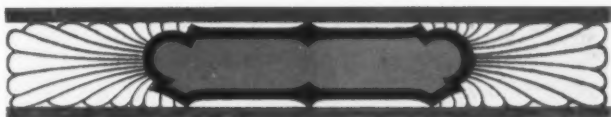
In successful operation in all prominent perfume plants.

Installed on a thirty-day free trial.

*We Make the Most Complete Line of Packaging Machines for All Products.*

**AMERICAN MACHINERY COMPANY, Inc.**  
330-342 N. 12th Street, Philadelphia, Pa.

Eastern Representative, B. F. Adams, 15 Park Row, New York, N. Y.



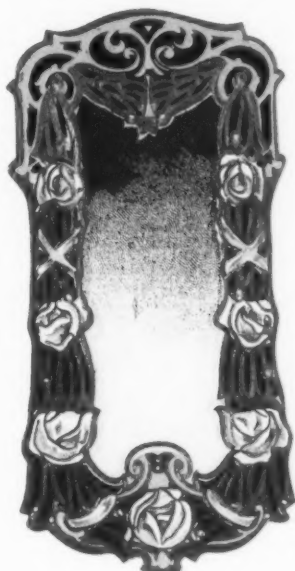
No. 338 - \$1.30 per Thousand, blank. \$4.30 per Thousand, printed.



No. 169  
\$2.60 per Thousand, blank  
\$5.60 per Thousand, printed



No. 621  
\$3.90 per Thousand, blank  
\$6.90 per Thousand, printed



No. 145  
\$5.20 per Thousand, blank  
\$8.20 per Thousand, printed



No. 441  
\$3.90 per Thousand, blank  
\$6.90 per Thousand, printed



No. 448  
\$4.55 per Thousand, blank  
\$7.55 per Thousand, printed



No. 26  
\$6.50 per Thousand, blank \$9.50 per Thousand, printed

THE above are a few representative numbers from our line of Stock Perfume and Toilet Preparation Labels. We will be pleased to send our complete sample line, which consists of an extensive assortment of styles and designs, for \$2.00, this amount to be credited on receipt of your order. Additional information upon request.

**The Henderson Lithographing Co.**  
Cincinnati, O. U. S. A.



**A** MODERN plant and organization, equipped with up-to-date machinery and advanced methods find us ideally fitted for the production, lithographically, of an unsurpassed quality of exquisite labels and package dressings for perfume, toilet preparations, soap and kindred lines.

The great number of years which we have specialized in and devoted to the perfection of lithography of a superior character, insures every order which is entrusted to us, of expert attention from its inception until completion.

Our Service Department is at your disposal for the submission of quotations and such other information as you may desire in connection with your requirements.

**The Henderson Lithographing Company**

Station H, Cincinnati, Ohio, U. S. A.





If you are interested in

**Artificial  
Flower  
Oils**

**Synthetic  
Aromatic  
Chemicals**

and

**ESSENTIAL OILS**

Ask at once for  
Our new Price List

**CHEMICAL WORKS BRUGG**

LTD.

BRUGG, SWITZERLAND

Sole Agent for U. S. A.

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50 BROAD STREET

NEW YORK

## FACE POWDER BOX FILLER No. 9-B



## THE NEW WAY CLIPS



### For Collapsible Tubes

The Clip that does not cut the tube.

Has an inside corrugation that absolutely prevents leakage.

Made in the following standard sizes:

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" 1 . . . . . $\frac{1}{2}$ "	" 4a . . . . . $1\frac{1}{8}$ "
" 2 . . . . . $\frac{5}{8}$ "	" 5 . . . . . $1\frac{1}{4}$ "
" 3 . . . . . $\frac{3}{4}$ "	" 6 . . . . . $1\frac{1}{2}$ "
" 3a . . . . . $\frac{7}{8}$ "	" 7 . . . . . $1\frac{3}{4}$ "
No. 8 . . . . . 2"	

## POWDER BOX GLUER

No. 15



MADE BY

**GEORGE G. RODGERS**

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*Maker of Machines for All Toilet Preparations*

# Aluminum

vs.

# Opal Glass Cream Jars



Full Size—2½ Oz. Capacity  
Also Furnished 3½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



## Metal Compact Boxes

### Single or Double

Hinged or Slip Cover  
Gilt, Nickel or Gold-Plated

### Lip-Stick and Eye-Brow Tubes

### Aluminum Caps

Write us regarding any special or stock design and prices.

## H. L. HEITER

*Specialist and Originator of Metal Boxes for Compacts*

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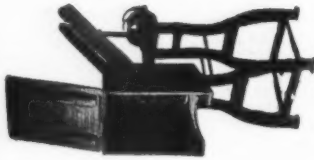
New York

Tel. Gramercy 3221

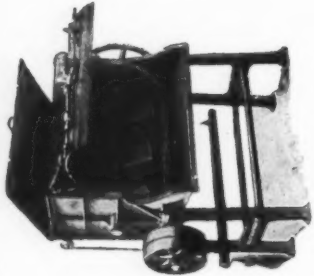


ACME Remelter.

STANDARD Soap Frame.



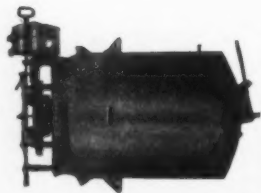
Soap Chipper.



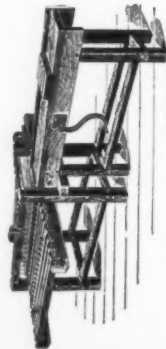
IDEAL Amalgamator.



HORIZONTAL Crutcher.



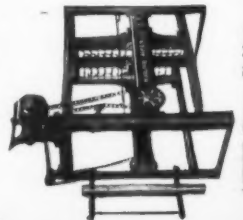
PERFECTION Crutcher.



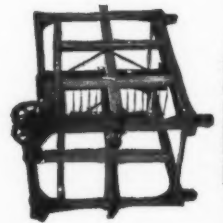
DOUBLE RACK Cutter.



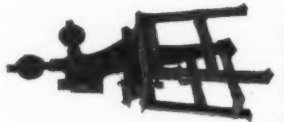
AIKEN Power Cutter.



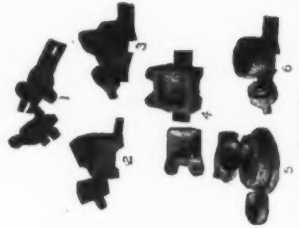
AIKEN Power Slabber.



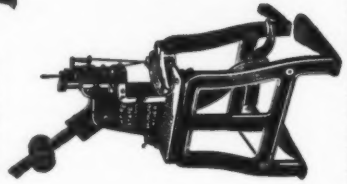
CHAMPION Slabber.



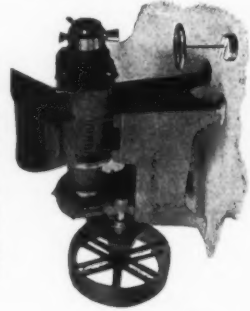
No. 4 Soap Press.



Soap Dies.



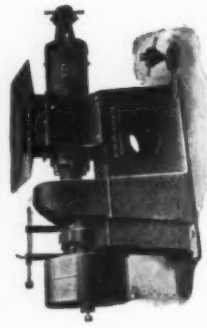
EMPIRE STATE Soap Press.



4, 6, and 10-Inch Screw Soap Plodder.



2, 3, and 4-Roll Soap Mills.



TYPE "F" Plodder.

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INCORPORATED

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## LILIE FLEURI

powerful Lily of the Valley  
Base for all toilet compositions.

## LILY D.

will not discolor in creams  
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Latest Specialty

## FLEUR DE PARENTO

## LILAS PARENTO

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fragrant flower base for  
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## JASMIN F

## VIOLET F

## CITRONELLOL

## GERANIOL

## RHODINOL

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Chicago

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EMPIRE STATE Soap Press.  
6 Soap Dies.  
5  
No. 4 Soap Press.  
CHAMPION Slabber.  
AIKEN Power Slabber.

The only perfumes entitled to be called

# FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

## PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

New York

UNITED STATES DISTRICT COURT,  
SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,  
Plaintiff,

—against—  
FREDERICK K. SMITH, doing business  
as MIRO-DENA,  
Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.

## **PERFUMERY BUYER**

On account of the Manager of our Perfumery and Drug-gists Sundry Department having been promoted to become an officer of this house, we require the services of the best man in the industry for buyer and manager of these departments.

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**NEW YORK**

*We can take care of  
Your Requirements*

*Prompt Deliveries*

Brass Boxes  
*for*  
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Compacts

*Hinged or Slip Cover  
Fitted with or without  
Mirror & Bezel~*

Our **ROMAN** finish  
*will not tarnish*

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MANUFACTURERS OF METAL PRODUCTS

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Manufacturer of Exclusive Perfume Novelties

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ORIENTAL BOUQUET NOVELTIES

and

CONCENTRATED FLOWER OILS

for

PERFUMES, TOILET WATERS, POWDERS, CREAMS, SOAPS,  
HAIR TONICS, ETC.

Odors of Any Special Type Furnished

A Few Synthetic Specialties

**OIL NEROLI, Supreme**

A product of exceptional strength that will replace the natural at a fraction of the cost and give thorough satisfaction.

**OIL LILY OF THE VALLEY, Supreme**

Base for Highest Grade Lily Perfumes.

**OIL ROSE, Supreme**

Unrivalled by any for its true odor.

**OIL ROSE C.**

For Cold Creams, Very Cheap.

**OIL PATCHOULI S.**

Indistinguishable from the Natural; Very Powerful.

**OIL LILAC LA FRANCE**

Recommended for Vegetale.

**OIL LILAC G.**

A Lilac Base for Vanishing Creams.

**OIL EAU DE QUININE, EXTRA**

**OIL EAU DE COLOGNE, FARINA**

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YOUR REQUIREMENTS ON PERFUME MATERIALS SOLICITED

## Perfection of Formulas and Working Processes

means lower manufacturing costs and overhead, eliminates waste of material and promotes sales.

## SPECIAL SERVICE AND EXPERT ADVICE

rendered on

PERFUMES, TOILET CREAMS, (cold, vanishing, rolling massage, liquid and shaving), GENERAL TOILET PREPARATIONS, NON-ALCOHOLIC FLAVORING EXTRACTS, DENTIFRICES and PHARMACEUTICALS.

Are your formulas giving you satisfaction, or are you figuring on putting out a new preparation or line and are not clear on certain points in composition of formula or method of manufacture and wish to be relieved of exhaustive and costly experimenting, the worry of meeting public satisfaction and the burden of having goods returned because they do not hold up? If so, let me furnish you with practical formulas and efficient working processes that can be relied upon. Let me give you special information as to machinery adaptable for various preparations.

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PRINTING DEPARTMENT  
FOR LARGE EDITIONS



HIGH CLASS  
MIRRORS and  
BASES

FOR

**ROUGE AND POWDER COMPACTS**

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SELECTED GLASS

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BROOKLYN, N. Y.

*Gilt Edge*  
Trade Mark

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We respectfully invite the attention of the trade to our Design Letters Patent No. 53,398 dated June 3, 1919 for Powder Puff; No. 55,391 dated June 1, 1920 for Powder Cloth, and No. 55,392 dated June 1, 1920 for Powder Puff.

These patents cover **ANY POWDER PUFF MADE WITH AN OVER-STITCHED EDGE**, similar to our **GILT EDGE** Powder Puffs, **GILT EDGE** Powder Cloths and **GILT EDGE** Two-In-One Puffs.

We patented these articles after very considerable work and expense, so that our ideas could not be copied without our having proper redress therefor in the U. S. Courts against manufacturers and dealers.

We ask you to respect our rights and avoid all infringement of our patents. After this friendly notice, we shall proceed legally against any manufacturers found infringing our patents, and also against dealers handling infringing goods. We are confident the Trade at large will respect our Patent Rights, and not invite litigation knowingly.

**AVOID INFRINGED POWDER PUFFS! BUY THE ORIGINAL GILT EDGE PUFFS! THEY ARE BETTER IN EVERY WAY AND COST NO MORE!**

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**IF IT'S A POWDER PUFF OR POWDER CLOTH, WE MAKE IT.**



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Trade Mark  
**Velour**

**MARCUS**

**&**

**SMITH**

MANUFACTURERS

380 Lafayette St.

NEW YORK CITY



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Trade Mark  
**Velour and Chamois.**

*Gilt Edge*  
Trade Mark

**TH. MUHLETHALER CO. LTD.****NYON, SWITZERLAND**

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**TILLEUL**

A new product of exceptional merit suitable for Lily,  
Lilac, Rose and Bouquet odors. Samples on Request

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Sassafras, Cassia,  
Fennel, Bergamot,  
Eau de Cologne,  
Eau de Quinine,

### French Filter Paper

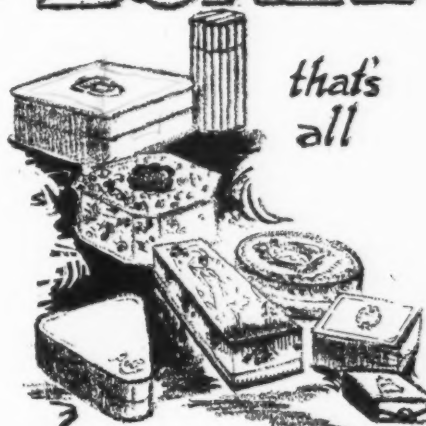
White—Soft—20-inch; also 13, 15 and  
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### German Filtermasse

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## Paper BOXES



*Combining the  
practical and  
artistic, empha-  
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of design and  
dainty color  
effects.*

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KARL VOSS, Mgr.



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300 PEARL STREET

INC.

NEW YORK CITY

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EXPORTERS

ESSENTIAL OILS

CHEMICALS

SYNTHETIC      AROMATIC

PERFUMERS' SUPPLIES

*Sole Agents for*

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ORANGELEMON  
NEROLI

# Musk Xylol

For spot or contract requirements apply to

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**AMERICAN OFFICE** 7 PLATT ST.  
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NON-METALLIC—NON-BREAKABLE  
**COLLAPSIBLE TUBES**

Plain and Decorated

**NO METAL TOUCHES THE CONTENTS**

**The Most Economical and Sanitary Container**

*Samples and Quotations Gladly Submitted*

**HYGIENIC TUBE COMPANY**

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NEWARK, N. J.

AN ATTRACTIVELY DRESSED WOMAN  
COMMANDS ATTENTION  
THE SAME IS TRUE FOR A TOILET PREPARATION  
OUR LINE OF STOCK LABELS  
WILL SELL YOUR GOODS.  
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO  
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES

**THE JARDEN LITHO. CO.**  
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## POWDER AND ROUGE BOXES

Slip Cover and Hinged  
With and Without Mirrors  
All Shapes, Finishes and Colors  
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Makers of Metal Novelties



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WE SELL DIRECT,  
NOT THRO' AGENTS



OCTAGON COMPACT



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SOME EXCLUSIVE ITEMS FOR QUANTITY USERS  
MANY OTHER NOVELTIES

IMPORTANT—Every item sold through this office is Guaranteed for Satisfaction. Our factories here and abroad ship up to specifications and stand back of the quality and service we agree to deliver.

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BOXES—BOTTLES—TUBES—SPRINKLER TOPS—PAPER—SEALS—FLOSS—SATIN CASE WORK

## COLLAPSIBLE TUBES

OF PURE TIN

both plain and decorated.

Write for samples and prices

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MENT CORP. :: ::**

**Phillipsdale R. I.**

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for

## TOILET PREPARATIONS

*Samples sent on request*

**THE QUALITY LABEL CO.**

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## NEROLI JUNILLON

The recent increase in price of the New Crop Orange Flower Products has not effected any change in the price of this SYNTHETIC.

OUR Neroli has all the characteristics, and therefore the individuality, of the Natural Oil, but DOUBLE the strength.

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Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE  
VIOLETTE BLANCHE :: JASMONE :: MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

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**EXTRA QUALITY****McK&R****STEARATE OF ZINC**

We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

Samples and quotations on request. Packed in 50 lb. bbls.

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Prime LEE MOOR, Bolted Grade of  
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic  
FULLER'S EARTH (Genuine English)

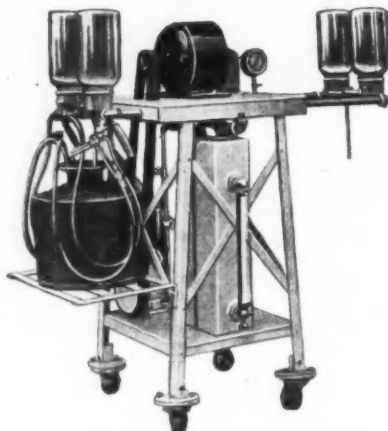
INFUSORIAL EARTH  
PRECIPITATED CHALK  
PREPARED CHALK

STEARATE OF ZINC  
PARIS WHITE  
WHITING—All Grades

## VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

### *We Build*

AUTOMATIC LABEL-  
ING MACHINES  
THAT WILL LABEL  
FLAT, SQUARE &  
PANEL BOTTLES  
ON ONE SIDE OR  
BOTH AT THE RATE  
OF 40 TO 120  
PER MINUTE.



### *We Build*

VACUUM FILLING  
SYSTEMS FOR ANY  
KIND OF LIQUID  
AND ANY CAPACITY  
DESIRED  
OUR SYSTEMS  
ARE USED WHERE  
ALL OTHER FILLING  
DEVICES FAIL

PORTABLE VACUUM FILLING SYSTEM

ESPECIALLY BUILT FOR LIMITED FLOOR SPACE

**INTERNATIONAL FILLER CORP., :: PETERSBURG, VA.**

WRITE US FOR ILLUSTRATED PAMPHLET AND TESTIMONIALS

In our modernly equipped laboratory and in our experimental plant thoroughly equipped with the latest machinery and apparatus, our staff of European chemists of long practise will analyze, make commercial tests and experiments, formulas, work out chemical products, plan factories and plants and ascertain the commercial values of the following:

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SOAPS

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DRUG PREPARA-  
TIONS

BEVERAGES, EX-  
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5614 SECOND AVENUE,

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## Gold & Silver

### HOT STAMPING & EMBOSING

*for*  
Perfume, Toilet,  
Box Top and  
Soap Wraps.

Gold Leaf work on  
cloth, leather,  
satin, etc.



*Thorough work  
at reasonable cost  
plus intelligent  
Service.*

## Manhattan Label Co.

PHONE  
STUYVESANT  
4490

68 EAST 12th ST., NEW YORK



# ACTUALLY HOLDS VANISHING CREAM

One of the most perplexing problems confronting the Perfume Manufacturer today is how to prevent his product from **SHRINKING**.

## The Duplex Spring Clamp Seal

Solves the problem.

**Remains Tight** under all conditions.

Easy to **PUT ON**, Easy to **TAKE OFF**, Easy to **REPLACE**.

Made in Rich Enamel and Other Finishes—all sizes. Leading Glass Makers "NOW" Supply Duplex Finish. *For Detailed Particulars Address*

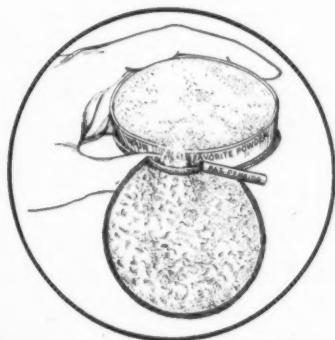
**NATIONAL SEAL COMPANY, Inc.**

147 41st St., Bush Terminal, Brooklyn, N. Y. 40 Central St., Boston



# LAUNCH YOUR NEW FACE POWDER IN A REFILLABLE PUFF

(3" size only)



These puffs are made in genuine eider-down and lamb's wool and are sewn with silk edge, pink or blue. The patent ivory side closure serves also as a handle.

**ALSO**

**VELOUR POWDER PUFFS**

2½" to 4" diameter.

Made under absolutely sanitary conditions.

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# DONALD WILSON

SYNTHETICS  
CHEMICALS  
ESSENTIAL OILS



FOR TOILET SOAPS  
PERFUMES  
TOILET ARTICLES

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(Burnt Sugar Color)

Acid Proof, made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

Henderson's Caramel Color is especially adapted for Acid, Alkaline or Alcoholic products and is the best type of Color for Flavoring Extracts and Pharmaceutical products.

Send for a sample of this *better* made Caramel Color *to-day*.

THOMAS HENDERSON & CO.  
—Incorporated—

Works at  
Jersey City

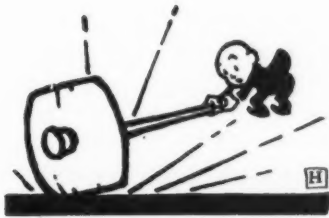
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New York

## Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street  
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Manufacturers of  
The Imperial Leak Proof  
Sprinklers

"Patented July 7th, 1914."



# Emphasize!

Clean tubes of pure tin!  
Did you ever find a handful of packing, particles of tin,  
strawboard or other dirt in a half gross of tubes?  
Peerless tubes are always clean, of pure tin, better made  
and decorated than most others. May we prove it?

35 LOCUST AVE.



BLOOMFIELD, N. J.



## PEERLESS POWDER PUFF CO.

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## VELOUR AND WOOL PUFFS

Sizes: 2", 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ",  
3 $\frac{1}{2}$ ", 3 $\frac{3}{4}$ ", 4", 4 $\frac{1}{4}$ ", guaranteed to be full measure

*In appearance, quality and workmanship*  
our puffs are the peer of any in the market

Get our samples and prices



We have just completed our series of

## ART BOTTLES

- ¶ They are just the thing for your very highest grade perfumes.
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*Catalog free*

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Agents desired who are able to guarantee an interesting volume of business.

## GENUINE LAMBSKIN VANITY PUFFS

**Silk back—with ribbon bow or band**

**Bands furnished with or without customer's name**

Lambskin possesses exclusive advantages for vanity puffs—it is flexible, smooth and velvety—insuring the uniform application of rouge and powder.

We treat the skins with approved antiseptics, rendering them absolutely hygienic.

Samples on request.

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**427 Fourth Avenue**



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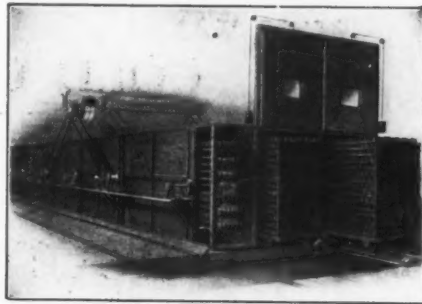
*The*  
Improved Powder Puff  
*for the*  
Compact Powder Box

Velvatone Powder Puffs  
are made in special  
colors to harmonize  
with your color  
scheme.

Take less space  
in the Vanity  
Box.

— Prompt Deliveries.

Velvatone Powder Puff Co.  
106-108 West End Ave.  
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PROCTOR SYSTEM SOAP DRYER for all kinds of laundry bar soap. The bars of soap are taken direct from the cutting machine and loaded on trucks which are automatically run through the dryer. The soap is surface-dried perfectly without undue loss or waste, and in a remarkably short time.

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Proctor Dryers are not installed in a haphazard manner. We never trust to luck to have things work out right. We send an expert to your plant to figure on the drying capacity it needs. Then we give you a price on a machine that works under an iron-clad guarantee to give you that capacity.

You will not have far to go to see a Proctor Dryer at work, because we have installed them in all localities, and we invite you to talk to the men who operate them.

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Formerly Phila. Textile Mach. Co.

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Charlotte

New York  
Providence  
Hamilton, Ont., Can.

# Proctor DRYERS

Patented { 1,270,739 June 25, 1918  
1,299,191 April 1, 1919

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## WHITE WAX

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## COLD CREAM OILS

### Laboratory Specialties

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## LARGEST PRODUCERS IN THE WORLD OF

# PLYMOUTH STEARATITE

(SUPERIOR TO ALL OTHER STEARATES)

AS

## A WHOLESOME IMPROVER FOR

## FACE AND TALCUM POWDERS

## SPECIAL PERFUMES for CREAMS and TALCUMS

**TRUE IMPALPABLE RICE STARCH**  
(POUDRE DE RIZ)

(POUDRE DE RIZ)

Exports—M. W. PARSONS—Imports

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PERFUME LABELS, CARTONS  
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OUR SPECIALTY

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OF  
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Attractive  
Artistic  
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Lithographically Decorated and Plain Metal  
Packages of Every Description

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MAKERS OF SOAP  
NEARLY HALF A CENTURY

# SHAMPOO

Liquid and Base

**U. S. P. Green Soap (Sapo Mollis)**  
Potash Soaps from all Vegetable Oils

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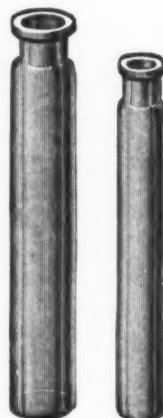
The most convincing advertisement of a good preparation is a free sample in a half-inch tube. We specialize in decorated sample-size tubes.

**PENNSYLVANIA COLLAPSIBLE TUBE CO.**  
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A stock of our tubes is carried by Shannon & Fernheimer, 116 Duane St., New York.

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THURSTON & BRAIDICH  
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MACHINE  
MADE  
VIALS

Our vials are especially adapted  
for the perfumery trade.  
Write for prices.

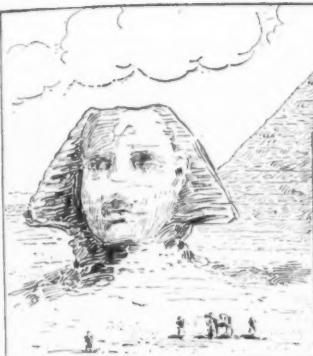
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VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.





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**HOPKINS**  
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POWDERED  
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GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

**"KOLAB"  
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**COMMERCIAL LABORATORIES, Inc.**

**NEWARK  
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## SOLUBLE Lemon Orange Vanilla CONCRETES

Permanently miscible with syrup

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Non-Alcoholic, High-grade Flavors and Soda Fountain Syrups.

Superior in flavor to alcoholic extracts.  
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## THE PREMIER PRODUCTS CO.

of 79 East 130th Street, New York

and

**L. M. GOLDSMITH**

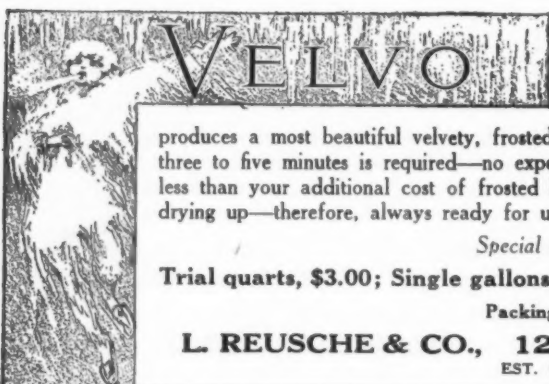
of 470 West 150th Street, New York,

have consolidated under the name of

## The Premagold Manufacturing Company, Inc.

and will continue to fill orders for Liquid Soaps, Liquid Shampoos, Shampoo Base, Shampoo Paste, U. S. P. Green Soap and Specialties from their new factory at

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produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

*Special prices on contract.*

**Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00**

**Packing Charges Extra.**

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EST. 1881

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### HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS



Vials; 1/4-2 dr.

### FOR PERFUME SAMPLING

We specialize in miniature glass containers for perfumers, essential oil importers, etc.

You can depend on capacities as stated. Investigate our small ampoules.

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**Vineland, N. J.**



Ampoules, 1-5 CC.

**Phenyl Ethyl Alcohol, \$30.00 per lb.**

One-half ounce will be mailed for 50c. in stamps.

**American Beauty Rose, \$20.00 per lb.**

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 80% cologne spirits.

From two to six ounces for perfumes and toilet waters.

Six drams will be mailed for 50c. in stamps.

**O. C. BOWERS & COMPANY**

Manufacturing Chemists

Oklahoma City

Oklahoma, U. S. A.

**LIQUID SHAMPOO  
SHAMPOO PASTE  
LIQUID SOAP  
LIQUID SOAP BASE**

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

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**JAMES COUNTS COMPANY**

5236 N. Market St.,

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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

## Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

**THE DAVIES-YOUNG SOAP COMPANY**

**Dayton, Ohio**



**ATLAS  
BRAND**

FACTORIES:  
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ESTABLISHED 1851

## STEARATE OF ZINC

U. S. P. AND TECHNICAL

## PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

## No. 40 CARMINE

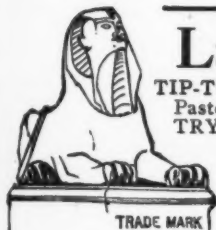
(Cochineal Color)

*Manufactured by*

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11-13 East Illinois Street  
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REG. U. S. PAT. OFF

## Labeling Pastes

**TIP-TOP PASTE POWDER.** Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

**SPHINX PASTE**—For high grade labels to glass or paper.

**TINNOL**—For plain or lacquered tins.

**MACHINE GUM**—For wood or paste-board.

**CONDENSED PASTE POWDER**—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

**The Arabol Mfg. Co.**

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**New York**

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A SUBSTITUTE  
FOR

**C. P. GLYCERINE**

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We offer the following imported chemicals and specialties.

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Cinnamic Acid  
Cinnamic Alcohol  
Cinnamic Aldehyde  
Cinnamate Methyl  
Cinnamate Ethyl  
Centaflor  
(Lily Base)  
Cinnamein  
(Oil Balsam Peru)  
Ellacin (3 Owls Brand)  
Fenarom (3 Owls Brand)  
Fixat Ibu (3 Owls Brand)  
Fixaton (3 Owls Brand)  
Geraniol Pure  
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(all kinds)  
Heliotropine  
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(Base for Honey Essence)  
Hyacinthin 100%  
(Extra fine Bromstyrol)  
Iso Safrol  
Jasmin Artificial M. M.  
(True odor of Jasmin flower)  
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(Base for Lilac)  
Linalool  
Linalyl Acetate  
Methyl Anthranilate  
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Methyl Heptin Carbonate  
(Violet Leaves 100%)  
Methyl Valerianate  
Methyl Violet  
Musk Artificial  
Nerolin Crystals  
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Oeillet  
Oenanthic Ether  
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Peach Arome  
Phenyl Acetic Aldehyde  
Phenyl Ethyl Alcohol  
Phenyl Acetic Acid  
Phenyl Acetic Acid Methyl  
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(red)  
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(Lemon and Orange)

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(All kinds)

Soap Perfume Oils and other oils for technical purposes  
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Heliotrope Fleurs

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Metal  
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Labels

Durability  
Quality  
Art



The Stanley Manufacturing Co.  
Dayton, Ohio.



## ALL WORK OF QUALITY IS NOT MADE BY CHANCE

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¶ STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS *are a perfect combination of the finest workmanship and materials that come through years of experience.*

¶ We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

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*The*  
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PURE TIN  
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OR PLAIN

MADE RIGHT  
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*Manufacturers*

Burnt Sugar Coloring  
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Celery  
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PERFUMES  
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TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

*Manufacturers*

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LONDON, ENGLAND



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ROUGE  
FACE POWDER COMPACTS  
LIP ROUGE LIP POMADE  
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

*One Quality Only*

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OUR SPECIALTY

MILLVILLE  
BOTTLE WORKS  
MILLVILLE, N. J.

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HYDROUS  
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for pharmaceutical purposes, salves, ointments,  
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NEUTRAL WOOL FATS

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THE STANDARD METHOD OF  
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**PHENYL ACETIC  
ALDEHYDE****100% PURE**

(Free from Styrol)

Strong, Clean, Flowery Odor

**A. ALEXANDER**

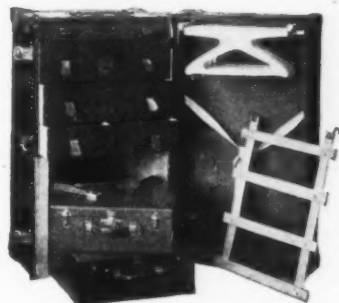
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**CORRECTING FORMULAS**And Making Them Conform to the  
Requirements of the**PROHIBITION LAW**

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Combining Display Cases with personal effects in our Wardrobe Sample Trunk displaces two trunks and saves upward of a hundred dollars per year expense.

**Crouch & Fitzgerald**177 Broadway New York  
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HIGHEST QUALITY

IN SOLID OR POWDERED FORM

# STEARIC ACID

HARD, WHITE, ODORLESS

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- FT. WAYNE, IND.

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Manufacturer

La Courneuve

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Without Sacrifice of Quality

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Lithographed and plain Brass Rouge Boxes  
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Sprinkler Tops

Essential Oil Cans, Screw Caps

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**EVERGREEN CHEMICAL CO.**

Established 1896

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**FOR COLD CREAM**

Rose "E", \$26 a lb.  
 Rose No. 44, \$18 a lb.  
 Either one, 4 ozs. to 100 lbs.

**GREASELESS CREAM**

Lilac, No. 100, per lb., \$9  
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 4 to 6 ozs. to 100 lbs.

**FACE POWDER ODORS**  
 in very large variety

Lilas de France per lb., \$26  
 ½ oz. to gallon, 50% Spirits, for a  
 fine Lilac Water

Quinine F, per lb., \$7  
 ¾ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if  
 you have any difficulties to overcome, let us know, we may be able to help  
 you out.

ECCO OILS



# PATCHOULI OIL

## OIL OF LEMONGRASS

Distilled in our own Factory in MALAY  
 from leaves grown in our own plantation.

**ABSOLUTELY PURE**  
**REGULAR SUPPLIES GUARANTEED**

**THE H. G. WHITE CO.**  
**VANCOUVER, B. C.**

New York Office, 428 Lafayette Street



### HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of **QUALITY** by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

*Samples of this silk—in five different qualities—gladly sent on request.*

**The H. K. H. SILK COMPANY**  
Dept. T

Successors to M. Heminway & Sons Silk Co.  
128 East 16th St. New York, N. Y.

## CLASSIFIED ADVERTISEMENTS

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PERFUMER PUB. CO., 14 Cliff St., New York.

### BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD, GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

TURN YOUR SURPLUS STOCK INTO CASH! WE BUY CONTAINERS, FINISHED PRODUCT, ESSENTIAL OILS, ETC. MANUFACTURERS' SURPLUS SYNDICATE, 244 WATKINS ST., BROOKLYN, N. Y.

FOR SALE—No. 6 Lobee Pump, 2½-inch suction and discharge, practically new, to be sold at sacrifice. Address B. O. No. 794, care of this journal.

WANTED—Machinery for manufacturing talcum powder, face powder, compacts, tooth paste, shaving cream. Give particulars. Hudson, 1932 Arch St., Philadelphia, Pa.

Partner wanted with large personal connections in the trade of toilet articles, in order to arrange for the sale of right of manufacturing in U. S. A. of wonderful foreign toilet product, or introduce the direct sale in the market. Address B. O. No. 795, care of this journal.

FOR SALE—Entire business and good will. Krom and Kromopathic trade marked dermatological specialties (established 1876) as partially listed in Druggists Circular: such as, Hair Restorum and Scalp Remedy, Hair Tonic, Hair Pomade, Beauty Cream, Beauty Soap, Medicated Soap, etc., etc. Age compels retirement. Price \$10,000. See or write Dr. J. J. Krom, St. Augustine, Fla.

(Continued on page 108)

# LIQUID

# CONCRETES

WELL-KNOWN MAKES  
ORIGINAL 1 LB.- PACKAGES  
PRICES ON APPLICATION

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**ROSE**

**TUBEROSE**

*L. A. VAN DYK*  
*Manufacturing Chemist*

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New York

1114 State - Lake Bldg.  
Chicago



WE are highly gratified with the results of our introductory announcement in the *Perfumer*. Many enquiries and a number of orders have come in. Our equipment makes it possible, however, to still guarantee prompt delivery and absolute satisfaction on

## Quality Paper Boxes of All Kinds

Tell us what you want and we will tell you what it will cost.

# GEORGE J. GILLIES

268 STATE STREET

ROCHESTER, N. Y.

*"Where the Good Boxes come from."*

## "National" Certified Food Colors



Bulletin

No. 1

"Certified" dyes may be used in food without objection from the Department of Agriculture, provided the use of the dye in the food does not conceal damage or impurity. If damage or impurity be concealed by the use of the dye, the food is adulterated.

"National" Food Colors are Certified.

**National Aniline and Chemical Co., Inc.**

Certified Food Colors Division

21 BURLING SLIP

NEW YORK



## Quality



## Effective Printing Attracts Custom

The grade of your product is often judged by the kind of cover under which it is sold.

Simple designs and elaborate colored labels can be made fully effective only by careful, well executed printing.

Write us about your needs in color or gold printing, embossing and steel die stamped work. Our service and prices will please you.

**L. Kehlmann Co.**

Designing, Printing, Embossing,

229 West 28th Street

New York

### BUSINESS OPPORTUNITIES—Continued

FOR SALE—Stokes No. 15 machine with motor, shafting and pulleys. Never been used. Perfect running order. Address B. O. No. 802, care of this journal.

### SITUATIONS WANTED

EXPERT MECHANIC, thoroughly experienced in the manufacture of Collapsible Tin Tubes and Sprinkler Tops, also able to build machines for the manufacturing of Tubes, such as Painting and Printing Machines (for one or more colors), Tube Trimming Machines etc., wishes suitable position with enterprising concern. Location immaterial.

What I can offer you is:

FIRST CLASS WORK

NEW IDEAS - - - INVENTIONS

INCREASE OF PRODUCTION

What can you offer me?

Address S. W. No. 798, care of this journal.

Salesman well acquainted with all the large buyers from Maine to Texas is open for a position. Address G. W. V., 1216 Dean St., Brooklyn, N. Y.

PERFUMER and expert compounder of fine flower oils and bouquets from basic materials. Thoroughly experienced in synthetics. Good creative ability. Desires connection with a first class house. Address "Perfumer," Box 143, White Plains, N. Y.

Essential oil chemist, thoroughly experienced perfumer and compounder, capable of testing oils, wants position. Location immaterial. Address S. W. No. 793, care of this journal.

Perfumer of recognized ability desires to connect with reliable toilet goods manufacturing concern or essential oil house. Graduate chemist, having six years' experience in perfume and essential oil work. Full knowledge of toilet preparation manufacture. Position of responsibility preferred. Best of references. Address S. W. No. 799, care of this journal.

(Continued on page 110)



ESTABLISHED 1890

**FOREIGN—TALC—DOMESTIC**

**KAOLIN**

**ZINC OXIDE**

**MAGNESIA CARBONATE**

**SOAP POWDER**

**ZINC STEARATE**

**PREPARED CHALK**

**PRECIPITATED CHALK**

Light, Medium, Heavy, Dense and Free Flowing

**STARCH**

**INFUSORIAL EARTH**

**WHITTAKER, CLARK & DANIELS, INC.**

IMPORTERS AND EXPORTERS

**250 Front St.**

**New York**

## AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

**AMOLE SOAP CO. TIPPECANOE CITY, OHIO**



ESTABLISHED 1881

GIO. F. SCO MARANGOLO  
MESSINA  
SICILY

WE SPECIALIZE IN  
OILS OF  
LEMON ORANGE  
BERGAMOT  
NEROLI

SOLE AMERICAN AGENTS  
FREDERICK H. CONE & CO., Inc.  
181 FRONT STREET, NEW YORK



## PERFECT ROUGE & POWDER COMPACTS

Made Best, Easiest and Quickest on the

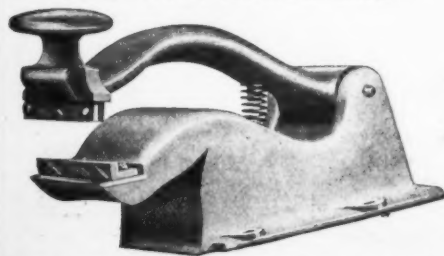
**Alexander Patented Compact Rouge Machine**

OVAL LIP STICK MOULDS \$100.00—ROUND \$75.00 UP

**A. ALEXANDER, 453-19th ST., BROOKLYN, N. Y.**

TELEPHONE SOUTH 1307

THE BEST  
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

## COLLAPSIBLE TUBES

(ALL SIZES)

**Plain and Decorated**

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

**STANDARD SPECIALTY AND TUBE CO.**

NEW BRIGHTON, PA.

**DESCOLLONGES FRERES****LYONS, FRANCE****FLEURS d' ORANGER D. F.****(Orange Blossom D F.)**

A new and especially interesting product in view of the high price of natural Neroli.

**PHENYLETHYL ALCOHOL  
CITRONELLOL  
RHODINOL**


*Sole Agents in  
United States and Canada*

**BENJ. FRENCH, INC.****160 Fifth Avenue****New York****SITUATIONS WANTED—Continued**

Graduate chemist with ten years' practical experience in the extract business, desires connection with first class extract house or firm wishing to install such a department. Capable of organizing and installing complete department. Address S. W. No. 800, care of this journal.

Chemist and perfumer capable of taking full charge of laboratory. Experienced in manufacturing complete line of toilet water, pharmaceuticals, patent medicines, food products, etc. Desires connections with a well established concern. Address S. W. No. 801, care of this journal.

**HELP WANTED**

CHEMIST ASSISTANT WANTED—Young man ambitious and with executive ability to take charge of actual manufacturing under supervision. Experience in pharmaceuticals, toilet goods, food products, household specialties, desirable. Write giving experience, age, salary expected, etc. An excellent opportunity for a man with the right idea. All communications strictly confidential. Address H. W. No. 786, care of this journal.

WANTED—Party experienced in manufacturing perfumes, tooth paste, shaving cream and other toilet articles. Hudson, 1932 Arch St., Philadelphia, Pa.

Salesman wanted by manufacturing company. To sell flavors, essential oils, fine chemicals, and other good specialties to confectioners, soda water bottlers, soap makers, perfumers, wholesale druggists, etc., in Middle-west territory with headquarters in Cleveland. Salary, expenses and commission. Apply, stating experience to Box No. 796, care of this journal.

Young man with some knowledge in the manufacturing of creams, and toilet preparations to make himself generally useful in small laboratory. No formulas necessary. Address H. W. No. 797, care of this journal.

**BRASS GOODS MFG. CO.****345 Eldert St., Brooklyn, N. Y.**

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.



No. 162—Self-Closing Cap.



No. 50

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 97



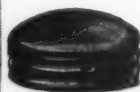
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No. 188 CLOSED



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No. 84



**STOKES****Powder Filling  
Machines**

are packing most of  
the best makes of

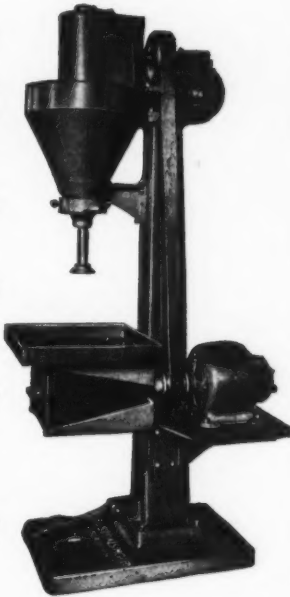
**Toilet Powders**

on the market.

They handle any  
shape of container

**Rapidly and  
Accurately**

Send for circular



**F. J. STOKES MACHINE COMPANY**  
PHILADELPHIA, PA.

**Lower Your Indoor Freight Rates**

Railroad rates have gone up. But how about your inside freight charges—the cost of keeping your own goods moving in and about your store or factory? Perhaps you can save money there and get even greater mobility. Why not investigate?

Diamond Fibre Trucks or Doffing Cars are doing this very thing in many stores, factories, mills, warehouses, laundries, etc.

They are easy to handle—neat—clean—and almost unbreakable because they are made of Diamond Fibre. Made in many standard sizes or built to any specification.

We also make a complete line of Diamond Fibre Delivery Cases, Sample Trays, Boxes, Barrels, Waste Baskets, etc.

Tell us what interests you most and let us send you the full details.

**DIAMOND STATE FIBRE COMPANY**

Bridgeport (near Philadelphia), Penna.

Branch Factory and Warehouse, Chicago  
Offices in Principal Cities

**J. N. LIMBERT & CO.**

12 South Marshall Street  
PHILADELPHIA

**Importers  
of  
Vanilla Beans**

**All Varieties**

**EMBOSSED SEALS  
AND LABELS**


GOLD  
AND  
SILVER

COLORS  
AND  
TINTS



*For Perfume, Toilet  
and Soap Manufactures  
And any other purpose  
where seals are used  
All manufactured on our  
premises*





**J.D. MENDES CO.**  
Manufacturers  
150 Fifth Avenue  
NEW YORK

**Rouge and Powder  
Compacts**

In Handsome Gilt Metal Boxes  
A Convenient Pocket Vanity Case

**Lip Sticks, Lip Rouge**  
In Attractive Gilt Metal Sliding Tubes

**Toilet and Manicure  
Specialties**

Neutral and Private Brands

## DO YOU KNOW

THAT THE SUPREME COURT OF  
THE UNITED STATES HAS  
DECLARED

1. That an unregistered trademark is valid only in that portion of the United States where it has been actually used in business?

2. That you cannot prevent another from using your unregistered trademark in that portion of the United States where you have not previously used it?

3. That a user of your unregistered trademark in another portion of the United States can prevent you from using it there, although you may have adopted it years before he did?

From the above you will see that you may be unable to extend your business under your unregistered trademarks

Have you protected these most valuable assets of your business by proper registration in the United States Patent Office?

Consult the Patent, Trademark and Copyright Department of the

**Perfumer Publishing Company**  
14 Cliff St. New York City

## SOLVENTS AND INTERMEDIATES FOR PERFUME SYNTHETICS

**ISO-BUTYL ALCOHOL** Specific Gravity—0.805-0.815 at 15.56° C.  
Boiling Range—101-109° C.

**NORMAL-PROPYL ALCOHOL**

Specific Gravity—0.807-0.820 at 15° C.  
Boiling Range—90-105° C.

**ANHYDROUS ACETIC ETHER U. S. P.**

Specific Gravity—0.905-0.907 at 15° C.  
Boiling Range—75-78° C.  
Ester—99%

All Products Are Water White and Free From Acid and Water

U. S. INDUSTRIAL  
CHEMICAL  
COMPANY



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NEW YORK  
N. Y.

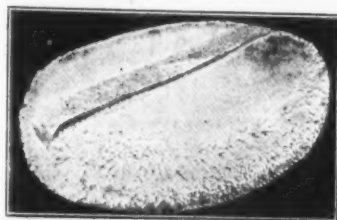
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## THE COSIN CO. ORIGINAL MANUFACTURERS OF GENUINE WOOL POWDER PUFFS

30 East 23d St., New York City.

offers the trade direct both wool puffs and highest grade cotton velour puffs, made in 14 sizes of the best materials and workmanship. Samples on request.



EXPORT SHIPMENTS, properly packed—prompt deliveries. SIZES GUARANTEED AS LISTED IN OUR PRICE LISTS.

### VANITY PUFFS

5 COLORS—TO HARMONIZE WITH ANY PACKAGE

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**DUNN & KRUSE : : New York**

We offer Pure Porto Rico

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**SANTONI & COMPANY, LTD.**

Sole Selling Agents

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**NEW YORK**

**H. D. Smack Co.**


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New York*

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**I All grades of  
VANILLA BEANS**

**GUMS**  
*Arabic Tragacanth  
Crude Powdered*

**POWDERED KARAYA GUM**



**J. T. & A. Hamilton Co.**

**PITTSBURGH, PA.**



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**TOILET WATER  
BOTTLES**

**AND OTHER WARE  
FOR PERFUMERY  
TRADE**

**GEO. N. HANNA**

108 Fulton St.

**New York**

For your Fine Perfumes use

# WEBB'S C. P. COLOGNE SPIRITS

**JAMES A. WEBB & SON**

**50 and 52 Stone Street**

**NEW YORK**

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→ **FOAMWEL** ←

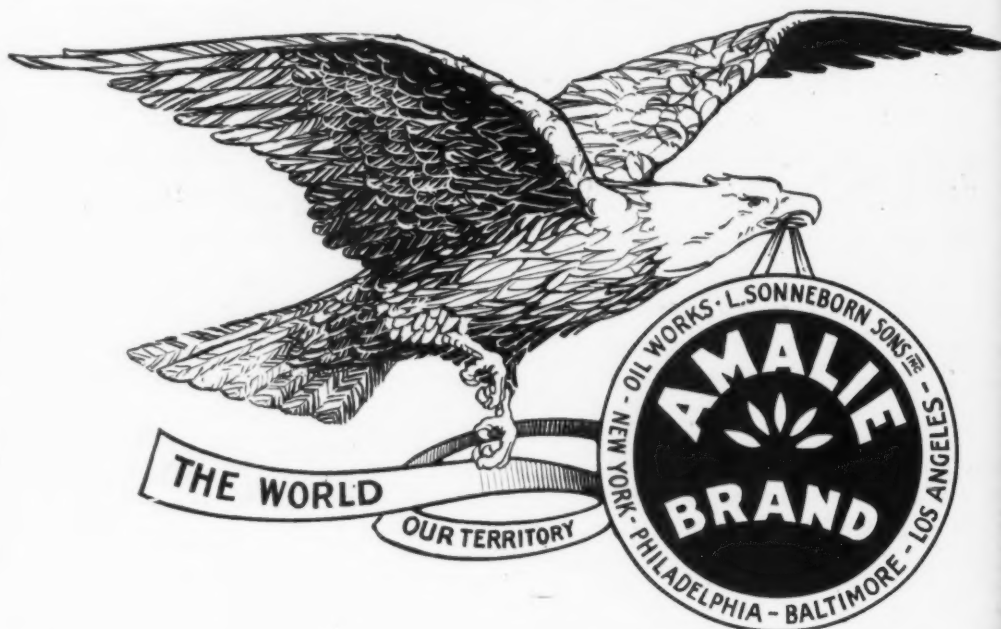
**LIQUID SHAMPOO SOAP**

ALL COLORS

**SPARKLING CLEAR—FORMS NO SEDIMENT**

Also Coconut Oil Base and Syrup in bbls. and  $\frac{1}{2}$  bbls. for the perfumery and barber supply trade

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## PRODUCT FOUNDATIONS

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It carries a message to the manufacturer because without a proper foundation a manufacturer's finished product cannot be stable. It cannot be stable enough to withstand the storms of use to which it is put unless it is built upon a rock-like foundation.

Finished products take the character of the raw products upon which they are built. The raw products are the foundation. And when those raw products are of such high quality that they stand any test, the finished product will stand any test. After all, the test of service is the test that counts. Quality built upon a foundation of quality meets service with conquering ability. Men with most sound business sense insist upon highest quality in all of the raw products in which they invest—whether they are oil products or any other kind.

Our assertion is that, where it is a matter of oil products, where quality is required as a fundamental, where foundations must be as firm as bed rocks, Amalie Brand stands supreme.

*Amalie Medicinal White Oil*  
*Amalie Technical White Oil*

*Amalie Petrolatums, U. S. P.*  
*Amalie Snow White Mineral Jelly*

(Address correspondence to White Oil and Petrolatum Division)

**L. SONNEBORN SONS, INC.**

General Offices: 262 Pearl Street, New York City

Refineries: Petrolia, Pennsylvania

Factories: Belleville, N. J.



